

SHYJU V  
No.3,Indra Nagar Extension,  
Puthagaram, Kolathur  
Chennai – 600 099

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### Objective:

Seeking a quality environment where my knowledge and experience can be shared and enriched.Willing to take up challenges and opportunities with more responsibility. Strong Ability to work as a team and eager to perform for the progress of an Organization by building healthy relationship with the superiors and subordinates.

### Job Profile:

Working For SBI Life Insurance Pvt Ltd as Area manager from Dec 2016 to till date

- Ø Co-ordinate with Regional Manager of Bank
- Ø Implementing new campaigns and contests to drive business
- Ø Motivate the bank staffs by felicitations
- Ø Handling the Team – To Achieve the assigned target.
- Ø To achieve the income budget of the region.
- Ø Meeting HNI clients to close high value cases
- Ø Ensuring Team Members achieve their incentive and promotions
- Ø Conducting training programs on regular basis to improve business

Worked For Aegon Life Insurance Company Pvt Ltd as Relationship Manager from Feb 2015 to Dec 2016

- Ø Cold Calling
- Ø Appointment Fixing
- Ø Need Analysis
- Ø Portfolio Management
- Ø Life Stage Analysis
- Ø Suggesting the right product mix
- Ø Diversified Suggestion
- Ø Sale Closure

Worked For Arms Connect., as Team Leader from November 2009 to Jan 2015

- Ø Handling outbound calls
- Ø Allocation of work schedule to team Members
- Ø Review of Team Performance
- Ø Fixing the appointment with the end Customer & closure of Sale
- Ø Attend to the enquiry of the customer if there is any any issue
- Ø Submitting reports to the manager .

Worked For Info vision, as an Tele caller for a period of 9 months

- Ø Handling inbound calls
- Ø Maintaining log sheet of calls
- Ø Alloting calls to the engineers
- Ø Timely follow up & closure of all registered complaints

Worked For Reliance .,as an Customer Relationship Executive for a period of 5 months

- Ø Handling enquiry calls of Customer regarding issues in Scheme & service of Post Paid Card
- Ø To solve the issue and to give a timely update to the Customer about the status .

### Educational Qualification:

Academic : MBA Marketing  
Manonmanium Sundaranar University

B B A  
Manonmanium Sundaranar University

H.S.L.C : Don Bosco Matriculation Hr SecSchool

S.S.L.C : Everwin Matriculation

Additional Qualification :

Ø Completed basic computer course

Personal Information

Date of Birth : 10<sup>th</sup> May 1986  
Father's Name : K.Vijayan  
Sex : Male  
Languages Known : English, Tamil, Malayalam  
Marital Status : Married  
Nationality : Indian

Declaration

I hereby declare that all the information are true and correct to the best of my knowledge and belief.

Yours Sincerely,

Place: Chennai

Date:

(SHYJU V)

