#### J.KRISHNA PRABHU



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### OBJECTIVE

To secure a career in Administration in a reputed organization, which appreciates professional approach and hard work, where I can utilize my knowledge, skills & experience in contribution towards fulfilling the company’s growth objectives, develop my career and excel in the related field.

### SUMMARY

* An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities.
* Proactive and results-oriented acquired vast knowledge of market trends and broad set of sales skills throughout career.
* Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers.
* Recognized for determination in setting and achieving sales goals and exceeding targets.

### MODULES COVERED

**Fundamentals of computer**  
**MS-Office:** MS-Word, MS-Excel, MS-Power point  
**Operating System:** Windows, Dos

### CAREER HISTORY

**Max Life Insurance Co. Ltd – Chennai**

***Associate Sales Manager – Axis Bank Relationship Sep 2012 – Present***

Responsible for organising and leading a team and developing and delivering the company’s Sales and Marketing strategy within specific Branches In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved. Although office-based, also required to spend a considerable amount of time visiting sales teams in the field

**Roles and Responsibilities**

* Meeting the sales targets of the organization through effective planning and budgeting of Axis bank channel
* Responsible for generating business from various segments like Operation team, Sales team and RM
* Expertise in financial analysis, identifying customer’s long-term / short term needs and providing custom made solutions to their financial needs to their satisfaction.
* Well experience in understanding customer’s & need base selling.
* Responsible for financial analytically process & custom made solutions with various flexibility offers to customers.
* Proficiency in generating new customers with sourcing business from various channels such as referred leads and lead management.
* Well experienced in handling customers with various profiles such as businessmen, professionals, software engineers.
* Reviewing existing client’s portfolios for resale.
* Responsible for achieving persistency and staff activation of the assigned branch
* Maintaining the records and performances reports on weekly and monthly basic of assigned branch for effective functioning for better business.
* Responsible to build and develop and improve the quality of business relationship with new and existing clients.
* Well experience in resolving customers issues regarding sales and services & monitor customers preferences to determine focus on sales efforts.
* Strengthen the relationship between individual staffs and customers
* Quick learner and self motivated highly enthusiastic and energetic and handle pressure very well.
* Well experience in handling corporate presentation in highly professional manner.
* Good leadership quality and business planning skills.
* Responsible for conducting training for the new joiners in the team.

**Teletherm instrumentation co pvt ltd**., Chennai.

***Production Engineer Aug 2008 – June 2010***

**Roles and Responsibilities**

* designing and developing new control systems, testing, maintaining and modifying existing systems;
* analyzing data and presenting findings in written reports and managing operations;
* working collaboratively with design engineers, operation engineers, purchasers and other internal staff; liaising with clients, suppliers, contractors and relevant authorities;
* project management within cost and time constrained environments;
* understanding and ensuring compliance with relevant health and safety regulations and quality standards and writing computer software and test procedures;
* Review the implementation of measuring devices or new control systems. Ensure each part is installed properly and conduct test runs before initiating actual operations.

**ACEDEMIC & PROFESSIONAL QUALIFICATIONS**

* MBA (Operations and Systems), SRM UNIVERSITY, Chennai, Tamilnadu, India (2010-2012) (8.1 CGPA).
* B.E (Electronics and Communication Engineer), R.V.S College of Engineering and Technology, Anna University, Dindigul, Tamilnadu, India (2004-2008) (66%)
* H.S.C, N. S. Boys. Higher Secondary School, Theni District, Tamilnadu, India (2002-2004) (73.25%)
* S.S.L.C, V. V. Matriculation School, C.pudupatty, Theni District, Tamilnadu, India (2001-2002) (67.27%)

**PERSONAL INFORMATION**

Profile : Male, Single

Fathers Name : S.Jegadeesan

Date of Birth : 19 April 1987

Nationality : Indian

Current Location : Chennai

Current Position : Associate Sales Manager

Communication Skills : Tamil, English

Alternate Number : 8939032313

**DECLARATION**

I hereby declare that the information stated above is correct to the best of my knowledge.

Date: Signature

Place: **(J. KRISHNA PRABHU)**