

ROLL NUMBER: P24700084

**Vishnu S Nair**

Male

DOB

02-Aug-1997

TECHNICAL SKILLS

- ms office
- others

PERMANENT ADDRESS

Sreesadanam Pariyarakkal
Kavanoor P.o
City: Malappuram
State: Kerala
Pincode: 673639

LANGUAGE

- ENGLISH
- HINDI
- MALAYALAM

INTERESTS

- Music

SUMMARY OF QUALIFICATION

Course	Board	Marks (%)	Year
Graduation	KOLLAM	72.2	2021-Nov
HSC	MALAPPURAM	91	2015-May
SSC	MALAPPURAM	93.1	2013-May

WORK EXPERIENCE (3 Years 0 Months)**Tron Digital**

21-Aug-2023 - 28-Jul-2024

0 Years, 11 Months, 7 Days**PROFILE:** Marketing Strategist

- Developed and executed comprehensive digital marketing strategies to enhance brand awareness and online engagement.
- Created data-driven campaigns to drive business growth and improve customer engagement.
- Planned and managed high-ROI advertising campaigns across digital platforms.
- Leveraged strategic marketing initiatives to optimize digital presence and performance.
- Implemented innovative ad strategies to boost brand visibility and conversion rates.
- Continuously analyzed trends to stay ahead in the competitive digital marketing landscape.

BYJU

01-Apr-2023 - 31-Jul-2023

0 Years, 3 Months, 30 Days**PROFILE:** Associate - Business Development

- Contributed to revenue increase in the B2C sector by effectively engaging with prospects and converting them into paying customers through direct sales efforts.
- Implemented and managed virtual sales initiatives via Zoom and Google Meet, enhancing inside sales efficiency and enabling remote team management.
- Converted leads into enrolled customers using strong communication, effective sales techniques, and negotiation skills to enhance the sales funnel.
- Facilitated customer loan applications collaborating with loan partners such as IFL, ABFL, Avanse, and ICICI to secure financing for clients.
- Utilized CRM software to track customer interactions, manage leads, and maintain a pipeline, ensuring consistent follow-ups and a streamlined customer relationship process.
- Established and maintained long-term customer relationships, focusing on enhancing customer satisfaction and retention through proactive engagement and personalized service.

Ahalia Group

23-Dec-2020 - 30-Sep-2022

1 Years, 9 Months, 7 Days**PROFILE:** GRE

- Reviewed customer records and verified insurance coverage to ensure accurate claim processing.
- Prepared and submitted insurance claims in a timely manner.
- Resolved billing discrepancies efficiently with high attention to detail.
- Maintained accuracy across all billing and transaction processes.
- Delivered seamless customer experience through effective billing and insurance coordination.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 8)**KALPATARU PROJECTS INTERNATIONAL LIMITED**

15-May-2025 - 15-Jul-2025

8**PROFILE:** CONTRACTS AND PLANNING INTERN

Role: Contracts Intern**Roles and Responsibilities:**

- Reviewed and analyzed contract documents to understand key clauses, terms, and obligations.
- Studied letters related to Extension of Time (EOT), Change Orders, and Variations to understand claim management processes.
- Prepared a Contract Appreciation Document (CAD) summarizing major commercial and contractual obligations of the project.
- Conducted Contractual Risk Analysis by identifying high-risk clauses and proposing mitigation strategies.
- Supported the bidding team by working on live tenders and preparing key commercial formats including:
 - Form of Clarifications Table
 - Form of Table for Bidder's Legal/Contractual Qualifications
- Coordinated with senior contract engineers and gained hands-on exposure to real-time contract administration and tendering practices.

CERTIFICATION DETAIL

- Microsoft Excel
- Marketing Management
- Microsoft project
- Advanced planning and scheduling with primavera
- Lean Six sigma certification
- Power BI
- Business analytics with excel

ACHIEVEMENT DETAIL

Zone Table tennis champions - 2016,2017,2018,2019

Interzone Table Tennis - Semi Finalist (2018)

Gate 2020 - 91 Percentile

Revenue Achievement Award - Byju's