

**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 / Programme | Board / University Name | CGPA/ (%) | Passing Year |
|--------------------|-------------------------|-----------|--------------|
| MBA-ACM            | NICMAR University, Pune | NA        | 2026         |
| Graduation         | KOLLAM                  | 72.2      | 2021-Nov     |
| Intermediate       | MALAPPURAM              | 91        | 2015-May     |
| High School        | 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 Weeks)****KALPATARU PROJECTS INTERNATIONAL LIMITED**

15-May-2025 - 15-Jul-2025

**8 Weeks**

**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**

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

**ACHIEVEMENT DETAIL**

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

Interzone Table Tennis - Semi Finalist (2018)

Gate 2020 - 91 Percentile

Revenue Achievement Award - Byju's