



SALEENA SADEER




MBA|FINANCE|MARKETING|BCOM

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Summary

Experienced Business Development with a strong foundation in Finance and Marketing. Successfully implemented strategies to drive business growth and client acquisition at Tecswan. Additionally, gained valuable experience in the insurance industry through a part-time role at ICICI Prudential Life Insurance Company Ltd. Proven ability to build strong relationships, negotiate deals, and achieve targets.

Experience

-  **Tecswan** Kochi
Development Executive
 - Initiated outbound calls to prospective customers, presenting product offerings and addressing inquiries
 - Handled customer complaints, providing appropriate solutions and recommending alternatives
 - Established strong relationships with customers, enhancing brand loyalty
 - Conducted product demonstrations to increase consumer interest
-  **ICICI Prudential Life Insurance Company Limited** Attingal
Insurance Advisor
 - Developed relationships with new clients to increase company's market share
 - Contacted potential clients and created rapport through cold calling, networking and using referrals
 - Received insurance premiums from clients and processed accounts
-  **More Retail Private Limited** Kochi
Intern
 - Enhanced customer trust by providing expert advice on various insurance products
 - Assisted in management tasks, including store keeping, customer interaction, employee management and sales updating

Education

- APJ Abdul Kalam Technological University** Thiruvananthapuram, India
Master of Business Administration 01/2023 - 12/2023
- Univesity of kerala** Thiruvananthapuram, India
B Com Computer, Application 01/2021 - 12/2021

Languages

English Advanced ●●●●● Malayalam Native ●●●●●

Skills

Business Development • Outstanding customer service • Result oriented • Critical thinking
MS excel • Financial operations • Administration • Operational suppoert • Excel, power point

Certification

NPTEL Certificate on Principles of Management & Training of Trainers