

## ANN ROSE BABY

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### Objective

To build a challenging career with honesty and loyalty by translating my experience, knowledge, skills and abilities into value for the organization.

### Experience

#### ICICI LOMBARD GIC LTD

*Sept 2021 - Till Date*

Sales Manager

- Organized promotional events and interacted with clients to increase sales.
- Handled customer related issues, enabling quick resolution and client satisfaction.
- Held weekly meetings with zonal head to identify techniques to overcome sales obstacles.
- Developed and implemented comprehensive training programs.

#### BHARTI AXA GIC LTD

*August 2020 - Sept 2021*

Business Development Executive

- Developed short term and long term sales objectives and strategic plans to meet market needs.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Developed comparisons of competitor products and rates for business development.

### Education

#### SCMS School of Technology & Management

*2020*

Master of Business Administration

Operations & Marketing

#### FISAT

*2017*

B-Tech

Electronics & Communication Engineering

#### Brahmanodayam Higher Secondary School

*2013*

12th

Bio-Maths

#### Viswajyothi CMI Public School

*2011*

10th

### Skills

Sales Presentations

- Database Management
- Time Management
- Relationship building
- Sales Reporting
- Strategic Planning



### **Industrial Exposure**

- Implant training at Bharat Sanchar Nigam Ltd
- Organizational study at HMT Ltd



### **Projects**

- Vehicle-Vehicle communication using Li-Fi Technology
- Camera stabilization using single view geometry
- Role of packaging and labelling in consumers buying behaviour of dairy products



### **Achievements & Awards**

- Best Project Award- Tata Consultancy Services Ltd
- Project Award- FISAT and IDEA EIE Association



### **Languages**

- Malayalam
- Hindi
- English



### **Personal Details**

- Date of Birth : 17-02-1995
- Marital Status : Single
- Nationality : Indian