

ASWATHY S



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📍 Sajaya 3, Al Qusais 1

EDUCATION

MBA (HR, MARKETING)

University Institute Of Management
(2021-2023)

Bsc Chemistry

SN College , University of Kerala
(2017-2020)

SKILLS

- Leadership
- Insurance marketing
- Claims Processing
- Client Relationship
- Claims Optimization
- Revenue Growth
- Customer Retention
- Risk Management
- Team Collaboration
- Customer Satisfaction
- Strong Communication

LANGUAGE

- English
- HINDI
- TAMIL
- MALAYALAM

PASSPORT DETAILS

Passport No : B8630825

Date of Issue : 19/12/2023

Date of Expiry : 18/12/2033

Professional Experience

AGENCY DEVELOPMENT MANAGER - STAR HEALTH INSURANCE: JULY 2024- SEPTEMBER 2025

- Lead a team of sales agents, providing guidance , motivation, and performance tracking to meet company targets.
- Assisted in the process of health insurance claims, ensuring timely submission and accuracy of required documents.
- Recruited and trained 15+ new agents, resulting in a 30% increase in sales capacity.
- implemented performance metrics that improved team productivity by 15%, meeting or exceeding quarterly sales targets consistently.
- Developed detailed sales plans to increase market penetration, improve conversion rates, and boost overall revenue.
- Participated in high -level sales calls and client meeting to close major deals , leveraging strong negotiation skills.
- Collaborated with clients, health care providers, and internal departments to expedite claims and ensure customer satisfaction.

HR INTERN - POPULAR HYUNDAI, SERVICE CENTER KOLLAM (2 MONTHS)

CERTIFICATIONS

- Tally Prime for GST, GCC VAT Using Tally.
- Principles and Practice Of Management -NPTL
- Consumer Behaviour -NPTL
- Training and Development. -NPTL
- Reception Committee Member of National Seminar

PROJECTS

- Job Stress Of Employees in Popular Hyundai -2023
- Synthesis and Purity Analysis of Aspirin. -2020

SEMINAR

INDUSTRY EXPECTATIONS FROM MBA'S - POST PANDEMIC SCENARIO

PERSONAL DETAILS

Date of Birth. - 06/07/1999

Marital Status - Single

Nationality. - Indian

DECLARATION

I hereby declare that the above written particular are true and correct to the best of my knowledge and belief.

ASWATHY S