

# VIVEK C AJAI

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📍 ERNAKULAM, INDIA

📅 05 December, 1996

## WORK EXPERIENCE

### BUSINESS DEVELOPMENT ASSOCIATE

AABASOFT

10/2022 - PRESENT

*Achievements/Tasks*

- Finding and developing new markets and improving sales
- Planning and overseeing new marketing initiatives.
- Marketing through all social media platforms
- Cold calling

### BUSINESS DEVELOPMENT MANAGER

ADVICE ZONE INTERNATIONAL PRIVATE LIMITED

08/2021 - 09/2022

*Achievements/Tasks*

- Finding and developing new markets and improving sales
- Planning and overseeing new marketing initiatives.
- Marketing through all social media platforms
- Cold calling

### BUSINESS DEVELOPMENT ASSOCIATE

BYJUS - The Learning App

04/2021 - 06/2021

*Achievements/Tasks*

- Face to face and Telephonic conversations with clients (students and parents)
- target driven and achievement oriented
- Tele marketing and sales

### FIELD SALES EXECUTIVE

Prime foods

09/2020 - 02/2021

### Career Relationship Manager ( CRM )

Flavien International Corporation

11/2019 - 08/2020

*Achievements/Tasks*

- Telecom Carrier sales
- Online marketing
- advertising through all social media platforms
- Maintaining client and vendor relation

## EDUCATION

### Master of Business Administration ( MBA )

Bharathiar University Distance Education

*Courses*

- MARKETING MANAGEMENT

### Secondary School Leaving Certificate ( SSLC )

Georgian Academy English Medium High school

## SKILLS

MARKETING

SALES

NEGOTIATION

ADVERTISING

PHOTOSHOP

SOCIAL MEDIA MARKETING

MS OFFICE

COLD CALLING

TIME MANAGEMENT

## PERSONAL PROJECTS

A STUDY ON THE BRAND PREFERENCE OF AVT TEA AMONG COUSTOMERS

A STUDY ON INFLUENCE OF ADVERTISEMENT ON CONSUMER BUYING BEHAVIOUR

## ACHIEVEMENTS

IAB Certification UK

*International Association of Book-keepers*

## LANGUAGES

ENGLISH

*Full Professional Proficiency*

MALAYALAM

*Native or Bilingual Proficiency*

HINDI

*Professional Working Proficiency*

## INTERESTS

FITNESS

GYM

PHOTOSHOP

GAMING

TRAVELING

### Bachelor of Commerce ( B COM )

C.E.T. College of Management, Science and Technology

### Higher Secondary School

GHSS Poothrikka

*Courses*

- Commerce Computer application