



## VISHNUU

### Contact:

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### Qualification:

Master of Business Administration in HR and Marketing (2022)

Bachelor of Business Administration in Marketing (2019)

### Personal Details:

Date of Birth: 2<sup>nd</sup> January 1998

Languages:

English, Malayalam, Hindi, and Tamil

Nationality: Indian

### Employment History:

Kotak Securities (Jan 2024 to June 2024)

Wroots Global Pvt. Ltd (March 2023 to Sept 2023)

ICICI Direct (July 2022 to Feb 2023)

## SUMMARY

A result driven Recruiter with a proven track record in sourcing top-tier talent and fostering productive relationships. Adaptable and forward-thinking, with a strong commitment to effective communication and staying current with industry trends.

## KEYSKILLS

- Talent Acquisition & Management
- Employee Engagement
- Performance Optimization
- IT and Non-IT Recruitment
- Training & Development
- Employer Branding

## PROFESSIONAL STRENGTHS

- Responsible and Goal-Oriented
- Collaborative and Independent Worker
- Proficient Networker and Connector
- Self-Motivated and Rapid Learner

## EMPLOYMENT HISTORY

**Deputy Manager-Kotak Securities, Kochi-India**  
Jan 2024 to June 2024

### Responsibilities:

- Leveraged in-depth product knowledge to effectively communicate the benefits of life insurance, stocks, and mutual funds to clients.
- Cultivated strong relationships with clients to understand their financial goals and provide tailored investment solutions.
- Collaborated with cross-functional teams to ensure seamless execution of sales strategies and deliver exceptional customer service.
- Spearheaded sales initiatives for life insurance, stocks, and mutual funds.
- Provided comprehensive guidance and support to clients throughout the investment process, from initial consultation to portfolio management.

**Recruitment Consultant – Wroots Global Pvt. Ltd. (CleanSoul Consultancy), Bangalore-India  
March 2023 to September 2023**

**Responsibilities:**

- Identify and engage top talents through diverse channels and strategies.
- Deliver comprehensive and precise job role information to candidates.
- Conduct preliminary interviews to evaluate candidates' skills, experience, and suitability.
- Coordinate interviews with Line Managers/Clients.
- Manage necessary joining documents by collaborating with team lead.
- Oversee job postings, resume screening, interview scheduling, and candidate follow-ups.
- Received client commendation for achieving record profile closures in a month.

**Senior Relationship Manager – ICICI Direct, Bangalore  
July 2022 to February 2023**

**Responsibilities:**

- Building and managing the customer portfolios.
- Evaluating existing portfolios of clients and making suggestions as per financial requirements.
- Managing customers in the branch through visits, to provide Financial/Investment advisory.
- Profiling clients and suggesting financial products to meet their needs as per their risk appetite.

## CERTIFICATIONS

- National Institute of Securities Market (NISM) VA: Mutual Fund Distributors Certification-2022
- Microsoft Excel Certification – 2020 (VLOOKUP, Pivot, Chart, Tables)
- SAP Certified Application Associate – 2019 (Financial Accounting with SAP ERP 6.0 EhP7)