

Ananthan Vidyadharan



PERSONAL DETAILS

House Number 93J, Ranni Lane, Peroorkada, Trivandrum, 695005 TRIVANDRUM
ananthanv@gmail.com, +919847050769

PROFILE

Highly motivated and passionate Insurance Sales Professional, Coach and Language Trainer with 16 years experience managing a team of Insurance Sales Executives from eclectic socio-economic and educational backgrounds. Successful in mentoring numerous MDRT agents who touched the lives of thousands of families by providing authentic, trustworthy and genuine Insurance advice. Strongly believe in continuous improvisation and in the power of synergy arising out of pooling of knowledge and resources coupled with the right attitude and value systems for the betterment of the mission engaged in and that of humanity in general.

EDUCATION

Bachelor of Arts- English Language and Literature
University of Kerala, Thiruvananthapuram

Jun 1992 - Apr 1995

EMPLOYMENT

IELTS Faculty

Sep 2021 - Present

Gradus International, Kochi

- & Lesson Planning and Teaching: Designing and delivering lessons focused on the four IELTS modules— Listening, Reading, Writing, and Speaking. This includes both Academic and General Training formats
- & Mock Tests and Feedback: Conducting practice tests to simulate the IELTS exam environment, evaluating students' performance, and providing detailed feedback to help them improve their scores.
- & Curriculum Development: Creating customized teaching materials and exercises tailored to students' proficiency levels and learning needs.
- & Skill Development: Teaching grammar, vocabulary, pronunciation, and test-taking strategies to enhance students' language proficiency and confidence.
- & Administration: Maintaining attendance records, preparing test schedules, and managing student registers.
- & Developed culturally sensitive teaching materials to engage students from diverse backgrounds.
- & Organized extracurricular activities such as debate clubs and reading circles to promote language use outside classroom.

Development Officer 2018

June 2002 - Nov

LIC of India, Adoor & Thiruvananthapuram

- & Team Management: Lead and manage a team of insurance agents to achieve sales targets and business goals.
- & Sales Strategy Development: Develop and implement sales strategies aligned with organizational objectives to drive growth and customer satisfaction.

- & Performance Monitoring: Monitor team performance, provide training and support, and ensure compliance with industry regulations and company policies.
- & Customer Relationship Management: Build and maintain strong relationships with clients and stakeholders to enhance customer retention and acquisition.
- & Market Research: Conduct market research to identify new business opportunities and optimize sales strategies.
- & Reporting and Analysis: Prepare and present sales reports and performance metrics to evaluate team performance and make strategic decisions.
- & Flexibility: Willingness to adapt strategies based on changing market conditions or regulatory requirements.
- & Insurance Knowledge: In-depth understanding of life insurance products, regulations, and market dynamics.
- & Verbal and Written Communication: Proficiency in conveying complex information clearly to clients and team members, facilitating understanding and collaboration.
- & Identifying Training Needs: Assess the training requirements of employees by evaluating performance metrics, customer feedback, and organizational goals. This helps in pinpointing skill gaps that need to be addressed through targeted training programs

SKILLS

Team Management

Coaching

Mentoring

Interpersonal skills

Analytical and Problem solving capability

Effective Communication
