

## RESUME

**V.L.SRIKANTH**

H.NO:9-1-34/14/10/A,  
BAPUNAGAR,LANGURHOUSE,  
HYDERABAD-500008,  
TELANGANA.

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### OBJECTIVE:

To meet every challenge as an opportunity for improvement, both professionally to excel in whatever I do. I am willing to work as a key member in a challenging and creative environment.

### EDUCATION PROFILE:

Class	Board/university	School/College	Year of completion
MBA	Kakathiya university	SRM PG College, Karimnagar	2007
B.Sc(MSCS)	Kakathiya university	Vivekananda Degree college, Karimnagar.	2005
INTER	Board of intermediate education	Turningpoint Junior college, Karimnagar.	2000
SSC	Board of secondary education	St.alphonse High school, Karimnagar.	1997

### TECHNICAL QUALIFICATION:

Operating systems: Ms-dos.windows98, xp

Packages: Ms-office, DCA

### WORK EXPERIENCE (CURRENT EMPLOYER)

**Organization:** APOLLO MUNICH HEALTH INSURANCE CO.LTD,HYDERABAD

**Designation :** SENIOR RELATIONSHIP MANAGER (D2C)

**Experience :** WORKING SINCE SEPTEMBER 2014 TO TILL DATE.

## **ROLE & RESPONSIBILITIES (JOB PROFILE)**

- Selling Health Insurance products through assigned Apollo Pharmacies.
- **Everyday interacting with the Apollo pharmacy incharge and employees.**
- Taking the leads & references from Apollo Pharmacy employees and converting it as closures.
- **Preparing and maintaining MIS report.**
- **Achievement of New Business Targets (Premium ) would be responsible for self sourcing & lead generation.**

## **WORK EXPERIENCE (PREVIOUS EMPLOYER)**

**Organization: BAJAJ ALLIANZ LIFE INSURANCE CO. Ltd, WARANGAL**

**Designation: RELATIONSHIP MANAGER (BANCASSURANCE-PSU CHANNEL)**

**Experience: 11MONTHS (WORKED SINCE AUGUST 2013 TO JUNE2014).**

## **ROLE & RESPONSIBILITIES (JOB PROFILE)**

- Selling Insurance products through assigned CENTRAL BANK OF INDIA AND VIJAYA bank branches.
- Maintain good relationship with Branch Managers and staff in C B I AND VIJAYA BANK
- With the support of Bank staff achieve the Banks and Personal Targets
- To achieve monthly, quarterly & yearly business targets from the assigned branch (s) through desired relationship management with Bank Staff.
- **Everyday interacting with the manger and staff to improve the knowledge and understanding about the products.**
- Participating and Conducting Morning huddles, Lobby Management, with the help of staff.

- Respect & adhere to the guidelines of the company on all fronts to have appropriate compliances.

#### **WORK EXPERIENCE (PREVIOUS EMPLOYER)**

**Organization:** HDFC LIFE INSURANCE CO. Ltd, KARIMNAGAR

**Designation:** SALES DEVELOPMENT MANAGER (BANCASSURANCE-PSU CHANNEL)

**Experience:** WORKED 1-YEAR (SINCE MAY2012 TO JUNE2013).

#### **ROLE & RESPONSIBILITIES (JOB PROFILE)**

- \* **Maintaining good Relationship with bank manager as well as with all the staff.**
- \* Identifying the customer need analysis. Identifying the potential customers amongst the targeted leads in order to start sales process
- \*Selling Life Insurance products through assigned INDIAN BANK branch.
- \*Cross selling of Current and Savings accounts, fixed deposits, Mutual Funds, and all other bank products.
- \* **Developing and accomplishing lead generation plan, meeting or exceeding monthly/annual sales targets**
- \* **Taking the leads & references from bank employees and converting it as closures.**
- \* **Maintaining and expanding the database of prospects of the organization**
- \* **Ensuring customer satisfaction. Daily basis interaction with branch Bank manager.**
- \* **Making joint calls with branch manager to meet HNI clients.**
- \* **Presentation and Seminars and drive local sales promotion activities to generate business for the bank.**
- \* **Preparing and maintaining MIS report. Achieving targets of life insurance.**
- \* To achieve monthly, quarterly & yearly business targets from the assigned branch (through desired relationship management with Bank Staff.
- \* Achievement of New Business Targets (Premium & NOPs), would be responsible for self sourcing & lead generation.

## **ACHIEVEMENTS DURING THE PERIOD**

**Achieve the 110% of YTD for 2012-13.**

**Qualifying for the various contests Month on Month basis.**

## **WORK EXPERIENCE (PREVIOUS EMPLOYER)**

**Organization : H B L GLOBAL PVT LTD( HDFC BANK. LTD) HYDERABAD**

**Designation : SALES EXECUTIVE (BANCASSURANCE)**

**Experience : WORKED THREE AND HALF YEARS (FROM JUNE2008 TO DEC2011) IN HDFC BANK CAR LOAN DEPARTMENT.**

## **ROLE & RESPONSIBILITIES(JOB PROFILE)**

- \* Identifying the customer need analysis.
- \*Collecting the documents from the customers as for the requirement.
- \*Gained experience through interacting with different customers.
- \* **Verify the documents as per the requirement.**
- \* **Cross sell other products and service opportunities.**
- \***Follow up on new leads and referrals resulting from field activity.**
- \* **Maintaining good Relationship with bank manager as well as with all the staff.**
- \* **Maintaining good Relationship with new car dealers old car dealers.**

## **STRENGTH**

- ✓ Self-Confidence
- ✓ Good at communicating
- ✓ Smart working
- ✓ Maintaining good social relations

**PERSONAL PROFILE:**

NAME : V.L.SRIKANTH  
FATHER NAME : V.RAJAGOPAL REDDY  
DATE OF BIRTH : 20-07-1981  
MARITAL STATUS : MARRIED  
NATIONALITY : INDIAN  
LANGUAGE KNOWN : TELUGU, HINDI AND ENGLISH  
PERSONAL INTERESTS : LISTENING TO MUSIC  
PERMANENT ADDRESS : H-No: 2-10-298,  
JYOTHINAGAR,  
KARIMNAGAR-505001.

**DECLARATION:**

I hereby declare that the details above furnished are true to the best of my knowledge belief.

**PLACE:**

**DATE:**

**(V.L.SRIKANTH)**