

## VENKATESH KASA

H. No: 11-5-233, Flat no 403, Suguna Apartments Moosapet Hyderabad -500018.

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### CAREER OBJECTIVE

Aim to explore my innate talents and mould myself to the changing environment so as to give the best to my organisation and become a key player in its success.

### CAREER CONTOUR

**Indusind Bank**

**Nov' 13 – Till date**

Presently working as Associate Sales Manager in Corporate Salary's at Secunderabad Branch.

**Job Profile:**

- Identifying business opportunities through market survey.
- Acquisition of new corporate and creating new relationships for Bank.
- To open Current Accounts.
- Building effective rapport with Corporate and promoting group insurance to the employees.
- Handling of operation related issues of the Corporate.
- Tracking of Account Opening Form rejections & their KYC compliance.
- Interacting with employees of the organization and generating revenue to the bank by cross sell products like, Home loans, Personal loans, Credit Cards.
- To bring value for existing relationships of Bank to increase the book size.

### Work Experience

**Dhanlaxmi Bank**

**Jan' 12 – Nov'13**

Worked as a Sales Executive at Kukatpally Branch

**Job Profile:**

- To open Savings and Current Accounts.
- Maintained good rapport with Clients resulting in good ANR in their accounts.
- Involved in brand promotional activities of the Bank.
- Consistent in achieving targets in both Savings and Current accounts.
- Generated revenue to the Bank through cross selling products such as Life Insurance, Credit Cards, Personal Loans, Home Loans etc.

## **EDUCATION CREDENTIALS**

- Masters Degree in Business Administration from Institute of Aeronautical Engineering, JNTUH in 2011.
- Bachelors Degree in Commerce from Sri Krishnadevaraya University in 2009.

## **TECHNICAL SKILL SET**

Operating System : Windows 7 & XP  
Key Skills : MS Word, Excel & PowerPoint.

## **ACADEMIC PROJECTS / REPORTS**

### **Final Project:**

- A Study on Consumer Perception towards Mobile Number Portability (MNP).

## **PERSONAL DETAILS:**

Name : Venkatesh Kasa  
Date Of Birth : 12-Mar-1989  
Father name : K Krishnamurthy  
Marital Status : Single  
Linguistic Proficiency : Telugu, Kannada, English and Hindi  
Permanent address : H no 1-101, Sollapuram village Kanekal [m] Anantapur dist  
Ap- 515822

I hereby declare that the information specified above is true to the best of my knowledge.

Place : Hyderabad

Date :

(Venkatesh Kasa)