

CURRICULAM VITAE

SRIKANTH REDDY VANAM

H No:1-1-13

Mari Kamba Colony,

Tandur (M)

Ranga Reddy Dist.

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Career Objective;

To work in a Challenging Corporate Environment, where in my Experience, Qualification and Skills can be put together to Achieve Organizational and Personal goals and also update my Technical skills.

Professional Experience and Skills:

- Having Hard core 3.03 years of experience in **Sales and Collection**, main functions involved with sales and collections.
- Quick Learner with proven problem-solving skills.
- Good analytical and communication skills, ability to sustain hard work, punctuality and determination.
- Work under pressure and meet deadlines.

Work Experience:

- Working in **CHOLAMANDALAM INVESTMENT & FINANCE CO. LTD** as a **Sr. Sales Executive** **May 2013** to **Still** Based at TANDUR RR DIST.

Job Responsibilities:

- ❖ Maintaining excellent relations with clients to generate avenues for additional business MI, Health & Life Ins.
 - ❖ Loan application processing and documentation.
 - ❖ Handling complete responsibility for management of Sales and Collections.
 - ❖ Meeting the customers and the dealers on daily basis generating the leads and achieving .
 - ❖ Every month Target. Updating PDD in time .
 - ❖ Giving the information about interest rates, and the processing fees.
 - ❖ Generating the leads of other vehicle like cars, Mini LCV, LCV, HCV and informing the concerned sales executive with in the organization irrespective of radius.
 - ❖ Generating the leads of HDFC Life Insurance, Health Insurance and HDFC Ergo.
 - ❖ Generating the leads of Vehicle Insurance.
- Worked in HDFC Bank Ltd as a **Sr Sales Executive** from May-2011 to May 2013 Based at Tandur.

Job Responsibilities:

- Lead a result oriented team and be responsible for managing the Branch Profitability, ensuring high quality service and Customer Relationship Management.
- Ensure achievement of overall Branch Targets by generating business and cross sales.
- Key Customer Relationship Management, Supervising CSE & Promoting customer programs.
- Ensure all components of the branch sales model function as per design
- Periodic review of progress vs. objectives, Ensure clarity of Business objectives among our selves
- Own all branch-banking objectives and overall branch targets.
- Complaints Handling & Review of all Jewel Loan Operation reports.
- Branch Merchandising & co-ordination with Marketing at product level.
- Ensure compliance with Banking rules, Regulations & Procedures
- Lobby Management.
- To meet & exceed all service & process related parameters as laid down by the Bank.
- To work efficiently towards the key responsibilities assigned to the front desks in the Branch.

Educational Qualifications:

- **Master of Business Administration (70.0%)**
From **PIRM Engineering College Chevella**, Affiliated JNTU University
Kukatpally in, A.P
- **Bachelor of Technology CSIT (55%)**
From PRRM Engineering College Shabad JNTU University, A.P
- **Board of Intermediate Education (54%)**
From Siddhartha Junior college Vikarabad.
- **Secondary School Certificate (68%)**
From St. Mark's High School Tandur.

Computer Proficiency;

- **Operating systems** : MS-WINDOWS 2007/XP/WINDOWS 7/WINDOWS 8/LINUX/UNIX
- **Accounting Packages** : C,C++,Java. Core Java,Delphix 7.0 and 5.1 (Oracle based)
MS Office, Internet & E-mail operations

Achievements' in HDFC Bank Ltd :

- Stood PAN INDIA # 1 loan officer for Jewel loan disbursement for 1.6 years.

Strengths:

- Effective Communication & Organizational Skills
- Committed, Self-Driven & Good Team Player

Personal Details:

Name	: SRIKANTH REDDY VANAM
Father name	: SUBHAN REDDY VANAM
Date of Birth	: 18.04.1989
Marital Status	: Married
Languages Known	: English, Hindi & Telugu
Hobbies	: Movies & Playing Cricket
Nationality	: Indian
Permanent Address	: HNO-1-1-13 MARIKAMBA COLONY,TANDUR, RANGA REDDY (D) PIN: 501141

Place: Hyderabad

Date:

(SRIKANTH REDDY VANAM)