

Ch V R Satish Kumar

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OBJECTIVE

To work in a vibrant and challenging environment that gives an opportunity to understand various business processes and pursue a career where there is a continuous refinement of my skills to contribute towards the organization's growth and self.

SKILLS SUMMARY

- Good Communicator
- Customer Orientation
- Interpersonal / Analytical Skills
- confident & positive approach

WORK EXPERIENCE

1. Company : **MAX LIFE INSURANCE COMPANY LTD**, Hyderabad (Aug 2015 to till date)

Designation : Agency Development Manager.

Profile : Sales (Insurance)

- Recruiting a team of financial advisors on commission basis.
- Train and develop the team on regular basis to sell company products in market.
- Motivating them to generate the business.
- Joint calls with team on regular basis.
- Preparing and submitting MIS on regular basis to Supervisor.

2. Company : **HBL GLOBAL PVT LTD**, Hyderabad (Nov 2005 to July 2015)

Designation : Senior Sales Executive.

Profile : Sales (Personal Loans)

- Providing customer service and product information.
- Analyze applicants financial status, credit and properly evaluations to determine feasibility of granting loans.
- Analyze potential loan markets and develop referral networks in order to locate prospects for loans.

- Coordinating with the Credit and Ops teams to ensure timely Approvals as well as Disbursements.
- Provide special services such as investment banking for clients with more specialized needs.

ACADEMIC DETAILS

- MBA (Marketing) from Acharya Nagarjuna University, Chirala in 2004.
- B.Sc (Computers) from Acharya Nagarjuna University, Machlipatnam in 2001.

IT SKILLS

Packages	:	MS Office, Oracle
Operating System	:	Windows

PERSONAL DETAILS

Date of Birth	:	5 th May, 1981
Languages Knows	:	English, Hindi and Telugu
Address	:	Flat No.204, Ushodaya Residency, Pragathi Nagar, Kukatpally, Hyderabad.

Ch. V R Satish Kumar