**CURRICULUM VITAE**

**VANGA VISHWANATH**

Mobile no:+91 9866539965 Email: vishwanathmba1@gmail.com

**PROFESSIONAL OBJECTIVE**

To work with a growth oriented organization where I can develop financial & sales acumen and contribute best of my abilities for the growth of the organization.

**EDUCATIONAL QUALIFICATIONS**

* **M.B.A** with 67% in **RVR** engineering &technology Hyderabad from **JNTU (H)**- 2011-2013.
* **B.COM (Computer)** with 69% in vaageswaridegree college Karimnagar from **K.U**- 2008-2011.
* **Intermediate (C.E.C)** with 71% in govt. junior college Vemulawada from **BIEAP** 2006-2008.
* **S.S.C** with 55% in vishwabharathi high school Vemulawada from **BSEAP** 2005-2006.

**WORK EXPERIENCE**

* Currently working with ICICI BANK LTD as Development Officer (Farmer Finance) since Oct 2013.
* Looking After to agri loans CurrentA/c’s opening
* Genereting Life Insurance through Agri loans.
* Area of operation includes to 40kms radius with in karimnagar district.
* Genereting jewel loans through leads genereted from Farmer Finance.
* Daily activity Plan morning 7:30 to 9:30 surrounding villages.

**Job Responsibilities:**

 Responsible for achieving the monthly sales targets, assigned to me, for various products  and services offered by ICICI Bank

 Cross sell new product and service opportunities

 Market mapping, customer mapping, competitor mapping in the geography assigned

 Proactively identify sales prospects and do business development activities in the geography         assigned

 Follow up on new leads and referrals to generate business

 Follow the various internal guidelines and procedures of the bank

 Ensure customer satisfaction.

 Resolve customer queries/issues

 Maintain periodic status reports, including daily activity report and calls/follow-ups made

**Performance Achivement:**

* Disbursed 25lakhs Farmer finance.
* 30 Savings Accounts sourced during the tenure with ICICI Bank
* Sourced 6 Current Accounts.
* 15 Jewel loans Disbursed.
* I was worked in IKP-DRDA as a community activist & accountant 3 years (2009-2011) in chekkapally
* **PROJECT DETAILS**
* Project name : Capital Budgeting
* Company Name : Kesoram Cement
* Duration : 45 Days

**TECHNICAL SKILLS**

* MS-Office
* Internet
* Tally ERP 9

**OTHER QUALIFICATION**

* Certificate course in journalism in SRR Govt degree collegekarimnagar from K.U- 2010
* Certificate course in Retail Banking Sales Management From ITM-University-Dec 2013

**OTHER ACTIVITYS**

* I was participated in **NSS** activities & camps as a volunteer.
* I was participated in management activities.
* I got appreciation certificate for 100% attendance for spoken English in Ramakrishna matt (Hyderabad).

**PERSONAL PROFILE**

Name : V.VISHWANATH

Father s name : V.DEVAIAH

Date of birth : 27 June 1988

Gender : Male

Marital status : Unmarried

Nationality : Indian

Languages known : Telugu, English & Hindi

Permanent address : V.VISHWANATH

S/o Devaiah

Chekkapally (vill)

Vemulawada (mdl)

Karimnagar (dist)

505302 (pin)

**DECLERATION**

I hear by declare that the above information given is authentic to the best of my knowledge.

Place:

Date: (V.VISHWANATH)