**Venkat Shyam.M**

**888 5021 888 venkat.shyammba@gmail.com**

**PROFILE**

**Goal directed, results oriented professional with strong customer service and sales background. Excellent communicator, persuasive and adaptable in any business environiment.Self-motivated with high energy, initiative and focus. Highly professional, personable and articulate in presentation. Areas of strength include**

* **Communication/Negotiation/Facilitation**
* **Strong professional ethics**
* **Client /Community Relations**
* **Flexible /Assertive /Adaptable**

**SELECTED ACCOMPLISHMENTS**

* **Got promoted to Sr. BDE position.**
* **Selected for Foreign trip for 100% YTD budget achievement.**
* **Awarded for highest renewal persistency for FY 2013-14.**
* **Winner of 7 Superstar awards in a period of 12 months in a Sales Process.**
* **Winner of 100 club finalist award which is the biggest award in HSBC Global Resourcing.**

**NISM Certified In**

* **Series - V-A :Mutual Fund Distributors**
* **Series - VI :Depository Operations.**
* **Series - VII :Security Operations & Risk Management.**
* **IRDA certified in IC - 33**

**PROFESSIONAL EXPERIENCE**

**SBI Life Insurance Co.Ltd. 2012 June- Present**

**Sr.Business Development Executive.**

* **Achieving sales target for the assigned branch network.**
* **Relationship with Regional Manager,BMs and CIFs.**

**HSBC, Vishakhapatnam 2007 April – 2012 June**

**Customer Service Executive.**

* **To provide Exceptional Customer service and cross sell relevant financial products of value and benefit to customers.**

**EDUCATION**

**Pydah College, Vishakhapatnam**

* **Bachelor of Business Management, 2010**

**Pydah College of P.G Courses, Vishakhapatnam**

* **MBA in Marketing and Finance (Full Time),2012.**

**PROJECT:**

* **Completed project on “Need For Mutual Funds In Portfolio Management” at Aditya Birla Money Ltd. Vishakhapatnam.**

**CSR INITIATIVES**

**CLIMATE CHAMPION certified by Earthwatch Institute UK and HSBC.**

**Member of Corporate Sustainability Committee of HSBC, GSC Vizag for the year 2009.**

**HOBBIES**

* **Reading Inspirational Literature.**
* **Travelling.**
* **Listening to Instrumental Music.**

**REFRENCES**

* **T.Ravi Kumar,Area Manager SBI Life Insurance Co.Ltd - 9494661286**