**RESUME**

**Umesha.B**  Jnantha Colony,

Gandhinagar Ph:9591223636,8880309099 Challakere-577522

E-mail: umesha88b@gmail.com Karnataka

.

**Objective**

* Enhance and contribute to the best of my knowledge, Hence I want to be a part of an organization that gives me an opportunity to learn and explore this vast field of finance and also help me in utilizing my skills in an effective manner
* To work as a key player in challenging and creative environment.

**Working Experience**

* Working as a **Senior Sales Officer**  in **Exide Life Insurance Company Ltd** ( **Ing Vysya** **Life Insurance Ltd** ) Chitradurga Branch , I am handling ING Vysya Bank Challakere Location from **15/05/2013** to **Still working**
* Generating leads and educate customers about new products and their benefits
* Taking care of Renewal business
* Resolve Customer Queries/ Request/ Complains within the given timelines
* Worked as a **Unit Manager** at **ICICI Prudential Life Insurance Ltd** Chitradurga Location from **22/10/2012** to **11/05/2013**
* Building up a team of Advisors, through your personal contacts, database hunting, reference gathering.
* Daily monitoring & following process for driving sales through your advisors.
* Daily reporting of Achievements
* Doing Performance Review of your Advisors
* Worked as a **Sales Development Manager** at **HDFC Standard Life** **Insurance** **Ltd** Davangere Branch, I am handling HDFC BANK LTD Challakere Location from 0**1/10/2011 to 30/09/2012**
* Generating leads and educate customers about new products and their benefits
* Taking care of Renewal business
* Resolve Customer Queries/ Request/ Complains within the given timelines

**Academic Performance**

|  |  |  |  |
| --- | --- | --- | --- |
| **Year of Passing** | **Name of Exam.** | **Institution & University** | **Percentage** |
| July-2011 | MBA (finance) | Sai Vidya institute of Technology(V.T.U)  Bangalore-64 | 65.61 % |
| July-2009 | Bsc(PMCs) | H.P.P.C Govt. College Challakere  Chitradurga (Dt) | 67.09% |
| June-2006 | P.U.C II (PCMB) | Govt Junior College Challakere  Chitradurga (Dt) | 49.83% |
| March-2004 | S.S.L.C | Sri Swami Vivekanda High School, Challakere | 76.48% |

**Academic Post Graduate Project Undertaken**

Duration : 2 month

Topic name: A study on Financial Performances Analysis

Company name: The Mysore Paper Mills Ltd, Bhadravathi.

**Computer Proficiency**

|  |  |
| --- | --- |
| **Operating Systems** | Windows |
| **Languages** | C, C++, Java, ORACLE |
| **Databases** | SQL, MS – Access |

**Other Interests**

Reading Business news papers and watching programs related to Stock Market, Automobile. Sports &games (Playing Chess, Cricket)

**Achievements**

* Awarded as Rajya Puraskar in “THE BHARAT SCOUTS AND GUIDES”

**Personal Details**

|  |  |
| --- | --- |
| **Name** | Umesha B |
| **Father Name** | Basavarajappa S |
| **Mother Name** | Lakshmi devi |
| **Date of Birth** | 28th Nov1988 |
| **Religion** | Hindu |
| **Marital Status** | Married |
| **Languages Known** | English, Kannada and Telugu |

**DECLARATION**

I hereby declare that the above said statements are true to the best of my knowledge and belief.

Date: 11/12/2014

Place: Challakere

**(Umesha.B)**