**S Krishna Rao**

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**Job Objective**

***Seeking assignments in Business Development / Sales & Marketing / Channel Sales/ Institutional Sales /Corporate Sales/ Brand Management / Key Account Management /Relationship Building & Management & Financial Operation with a growth oriented organisation.***

**Professional Synopsis**

* Above **7 years** of experience in the areas of Business Development, Marketing, Sales and Key Account Management in banking & financial service sector.
* Associated with **KOTAK MAHINDRA BANK LTD** as **Deputy Manager.**
* Proficient in exploring & developing new markets, accelerating growth & achieving desired sales goals.
* Completed summer training at JHALANI TOOLS (INDIA) Ltd., handled the project on ‘Position of JHALANI TOOLS in Delhi and NCR with emphasizing on its new prospective dealers’.
* An effective communicator with exceptional relationship management skills with the ability to relate to people at any level of business and management.
* Analytical Solution Provider with the ability to quickly understand technical & Business requirements aided by thorough grounding in fundamentals.

**Academic Qualification**

* Post Graduate Diploma in Business Management **(PGDBM - Marketing & Finance)** from Institute for Integrated Learning in Management (IILM) Lodhi Road, New Delhi. in 2006.
* Bachelor in Commerce (B.Com Hons) from, Bhanjabihar University, Orissa in Mar 2000. Specialisation in Commerce.

**Areas of Exposure**

* Sales & Marketing
* Business Development
* Key Account Management
* Relationship Management
* Operations Management
* Channel /Dealer Management
* Team Management

**Organisational Experience**

**KOTAK MAHINDRA BANK LTD From Dec 2011**

Leading bank in India for wealth management & Advisory Services.

**As Deputy Manager (Corporate Sales).**

* Responsible for Corporate tie-ups for Salary Accounts in Gurgaon region
* Responsible for giving Presentations, Negotiations with Management for Tie-ups.
* Responsible for maintaining better relationship with existing corporate repeat business & cross sell of other retail banking products like Life Insurance, Mutual Fund, D-Mat n Online Trading Account, Credit Card, **Personal Loan, Home Loan, Car Loan & Car Lease** etc.
* Responsible for arranging Helpdesks at Corporate for Lead Generation of Cross Sell Products.
* Responsible for negotiating Interest rates with Customer for better deal.
* Responsible for coordinating with cross sell team for converting leads to deal.
* Responsible for salary transfer of all corporate (coordination between branch & corporate).
* Maintaining relationship with branches for better servicing of corporate.
* Key Accounts handled: Dhingra Motors, Diverse InfoTech, BMR Constructive, GROZ Engineering tools, MANTTRA, Apex Logistics, Red Eagle Shipping, IBM Daksh, OmniGlobe International, Agellis, I-yogi, Minda Industries, ANU Industries, Convergys & Etc.
* Successfully achieved **100%** of the sales target every month.
* Successfully achieved **100%** operational & servicing to the existing clients of the organisation.

**Dynamic Money From April’09 to Dec’11**

*Leading organisation in Financial Sector for Stock Broking & D-Mat Services* & also a Leading corporate agent for All Leading Life Insurance & Mutual funds.

**As Sr. Relationship Manager.**

* Responsible for Achieving revenue Targets.
* Dealing with the Products like D- Mat, Online Trading A/c for Equity, Commodity & Currency, Insurance & Mutual Fund.
* Corporate tie-ups for high volume sourcing.
* Responsible for to minimise operational issues like TAT.

**Deutsche Bank From Feb’07 to May 08**

Leading bank in India for wealth management & Advisory Services.

**As Acquisation Manager (Corporate Sales).**

* Responsible for Corporate tie-ups for Salary Accounts in Delhi & NCR region & also responsible for cross sell of other retail banking products like Insurance & Mutual funds for revenue generation.
* Responsible for giving Presentations, Negotiations with Management, Preparing for Agreement Documents for Tie-ups.
* Responsible for maintaining better relationship with existing corporate repeat business & cross sell.
* Responsible for salary transfer of all corporate (coordination between branch & corporate).
* Maintaining relationship with branches for better servicing of corporate.
* Key Accounts handled: Copal Partners, Arvato Bpo, Bertelsmann, United advertising & Marketing Services, Positive Moves, Nuance Bpo, Proserve India Pvt. Ltd, Prima Tech, E-Con Infotech, SGC Services Pvt Ltd, Air India, AICL, Tecnovate E-Solutions, Vasant Valley School, IPPF Saro, Hindustan Everest tools. Intellect E-Services Pvt Ltd, Intellect support Services, EPCH, IEML, Cellnext, Qualtech, Kritikal Software Solutions Rosenberger, Sharma Goel & Co, Paras Kuhad & Associates, SGC Services Pvt Ltd, Sanjeev Midha & Associates and many more.
* Successfully achieved **100%** of the sales target every month.
* Successfully achieved **100%** operational & servicing to the existing clients of the organisation.

**IT Skill Set: Win98/00/XP and Microsoft Office (Ms-Word, Ms-Excel, Ms Power point)**

**Personal Details**

Date of Birth : 14th July 1979

Fathers Name : S Maleshwar Rao

Language Known : Hindi, English, Oriya, Telgu.