**SANTHOSH KUMAR G**

Telephone: +91 9885244456 | Email: [*santhosh.naidu.g@gmail.com*](mailto:santhosh.naidu.g@gmail.com)

Seeking a challenging opportunity in **Service Industry** to excel and grow in along with the organization by utilizing my learnt knowledge and acquired skills towards fulfilment of organizational vision.

**Profile Snapshot**

* Expertise in Sales and Marketing, Business Development, Channel and Team Management, Good understanding of target setting for team and designing innovative promotional schemes.
* Possess with good analytical, time management and problem solving expertise.
* Lucid understanding of MS Office, Window 98/XP/2007,and Internet Applications.
* A go-getter and fast learner individual with good communication and convincing skills.

**Work Experience**

**Yes bank ltd as Client relationship partner** **Feb 2013 to 22 september 2015**

* Sourcing CA and SA business in branch service area
* Maintained database of various academic institutions.
* Conducted events for NTB lead genarations.
* Performed presentation on strategies for promotional activities at Suryapet .
* Sourcing Insurance business from the clients.

**Bajaj Allianz Life insurance co ltd as Asst sales manager**  **7-11-2011 to 30-07-2012**

* Sourcing Life Insurance business
* Hired agents for sourcing and add individual business too.
* Give the trainings to agents about products and lead the team .

**Education**

M.B.A. (Marketing), at Aravindaksha School of management with JNTU University 2011,Suryapet

Bachelor of Arts, RKLK Degree college, Osmania University 2008, Suryapet

12th Standard, Chaitanya bharathi Jr college 2005, Suryapet

10th Standard, Tagore Vidyanikethan High school 2003, Suryapet.

**Project Undertaken**

**Project Title** : **Impact of Advertising in Education Sector**

* Research and analyzed the impact of advertising of professional institute through various means.
* Observed IIBM advertising strategies and impact of the same.
* Applied Four Ps (Price, Product, Place and Promotion) Methodologies.

**Project Title** : **Branding of Professional Institute with Celebrities**

* Surveyed and researched the market on impact of involvement of celebrities in brand promotion.
* Examined and analyzed student’s psyche on celebrity’s involvement in promotion of academic institutes.

**Co-curricular Activities**

* Organized fresher and new year party during MBA.
* NSS volunteer in PG.
* Awarded as a ‘Best Student’ of the year 2008 in the college.

**Achivements**

* Won the IPL contest as Best Client relationship partner launched in 2013.

**Personal Details**

Name : **SANTHOSH KUMAR. G**

Father’s Name : Nageshwar Rao

Date of Birth : 9th-08-1988

Marital Status : married

Nationality : Indian

Religion : Hindu

Languages Known : Telugu, English & Hindu

Permanent Address : H.No.2-1-233/3

Chandranakunta,

Suryapet – 508 213.

District : Nalgonda.

Mobile No. : 98852 44456

I declare that the information given above is true and correct to the best of my knowledge and belief.

Place :

Date :

**( SANTHOSH KUMAR G )**