**NAGARAJU.MULKALA**

**Hsn: 77/3-1, Chintalamuni Nagar, Email: nagarajumulkala9**[**@gmail.Com**](mailto:damodarhasti@gmail.com)

**Chennammacircle, Kallur Estate** *🕿*  **: 9701232583**

**Kurnool [DT], AP, Pin: 518003.**

**Objective:**

To seek a challenging position of strategic importance in the corporate environment by making an effective contribution in the development of the organization to the best of my abilities, thereby sharpening and developing my own skills.

**Profile:**

A dedicated and flexible worker having 5 years’ experience in banking sector with good positive attitude and leadership qualities and willingness to learn quickly from mistakes.

**Summary of work experience:**

**Current working:**

**Company :** **KOTAK SECURITIES LTD.**

**Designation :** Assistant Manager.

**Duration :** 16/December /2013 to Till Date.

**Location :** U Con Plaza Branch Kurnool

**Current CTC:** 260000.

**Job description:**

I have to involve into Relationship Building & Management with the customer for Sales & Services of Trading & Demat Accounts of Kotak securities ltd. The products are Online Trading Account, Bonds, Mutual Fund, and Investment Advisory Wealth Management. To manage customers in the branch or through client visits & provide Financial / Investment Advisory,

Develop new relations through referencing & other sources. To generate leads and act as a productive resource by meeting targets thereby ensuring the fulfillment of budgetary expectations of the organization.

**Key Responsibilities:**

* To deliver the desired target numbers by maintaining customer relationship.
* To manage customer meetings and sales process as part of my reporting structure.
* To consciously deliver support to center managers in increasing the profitability of the center.
* Ensuring customer satisfaction.
* Preparing and maintaining MIS report.

**Previous work experience:**

**Company :** **ICICI SECURITIES LTD**.

**Designation :** Relationship Manager.

**Duration :** 22/August/2012 to 22/July/2013.

**Location :** Westmarredpally Branch, Secunderabad.

**CTC :** 200000.

**Job description:**

I have to involve into Relationship Building & Management with the customer for Sales & Services of Financial Products of ICICI group. The products are Online Trading Account, Life Insurance, Mutual Funds, Investment Advisory Wealth Management, and General Insurance. To manage customers in the branch or through client visits & provide Financial / Investment Advisory,

Develop new relations through referencing & other sources. To generate leads and act as a productive resource by meeting targets thereby ensuring the fulfillment of budgetary expectations of the organization.

**Key Responsibilities:**

* To deliver the desired target numbers by maintaining customer relationship.
* To manage customer meetings and sales process as part of my reporting structure.
* To consciously deliver support to center managers in increasing the profitability of the center.
* Conducting market research for generating business thereby adding for revenue generation.
* Ensuring customer satisfaction.
* Exploring new areas and ways to achieve productivity.
* Preparing and maintaining MIS report.

**Previous work experience:**

**Company :** **ING VYSA BANK LTD.**

**Designation :** Senior Business Development Executive (Sr. BDE).

**Duration :** 09/January/2012 to 30/July/2012.

**Location :** HYDERABAD [ABID ROAD BRANCH].

**CTC :** 150000.

**Job description:**

Worked as a Senior Business Development Executive to open CASA accounts and others Bank Products are Life insurance. Need to achieve the sales target of month on month and report to the Branch Sales Manager on daily sales report. Generate leads through sales activities and cold calling process.

**Key Responsibilities:**

* Acquire new CASA Account form open market cold calling and activity.
* Follow-up the client to maintain balances in his CASA Accounts.
* Preparing and maintaining MIS report.

**Previous work experience:**

**Company :** **HDFC BANK LTD.**

**Designation :** Contract Sales Executive (CSE).

**Duration :** 25/July/2011 to 28/December/2011.

**Location :** SECUNDERABAD [PG ROAD BRANCH].

**Job description:**

Worked as a Contract Sales Executive to open CASA accounts and other Bank Products are Life insurance. Need to achieve the sales target of month on month and report to the Assistant Sales Manager on daily sales report. Generate leads through sales activities and cold calling process.

**Previous work experience:**

**Company :** **LIFE INSURANCE CORPORATION OF INDIA (LIC).**

**Designation :** Direct Sales Executive (DSE).

**Duration :** 01/June/2010 to 09/July/2011.

**Location :** Kurnool.

**Job description:**

Worked as a direct sales executive to Procure Maximum Business from leads given by SME and Canvassing LIC’s policies and close the sale and submit daily, weekly and monthly Report to Senior Marketing Executive.

**Key Responsibilities:**

* Procuring maximum business from leads provided to me and my own sales activity.
* Canvassing LIC’s Products and Closing the sales.
* Completing the documentation work for completing the proposal and getting all requirements
* Post sales customer relationship management.

**My Certifications:**

NISM-Series-V-A- Mutual Fund Distributors Certification Examination

AMFI: I have cleared my AMFI certification on 03/11/2015 Valid till 2018

**Educational Qualifications:**

**2008-2010 : MBA-(MARKETING & HR**) **Regular** from Annamalai University, Chidambaram, Tamilnadu.

● Secured 73%

**2005-2008 : BACHELOR OF SCIENCE** (B.Z.C) at Spandana Degree College, Nandyal from S.K University

● Secured 68%

* 1. **: INTERMEDIATE** at smt.Terisa Junior College, Atmakur.

● Secured 60%

**2002-2005 : SSC** at Z.P.H School, Dudyala.

● Secured 64%

**Project Descriptions:**

**Project Name: A study on ‘‘CUSTOMER SATISFACTION &PREFERENCE”** towards Kun United Pvt. Ltd. Hyundai Motors with

Special reference to Kurnool’’

**Duration :** May 2009 to July 2009.

**Achievements**

● Member of Entrepreneurship Management in Business Administration Group

● Got Class First Award in my U.G degree

**Technical Skills:**

**Operating Systems:** Windows 98/2000/XP/Vista/Seven.

**Microsoft Technologies:** MS-Word/Excel/Power Point.

**Hobbies:**

* Gardening
* Meditation
* Love to interact with people.

**Languages known:**

English, Hindi, Telugu and Tamil

**Personal details:**

**Full name** **:** NAGARAJU.MULKALA

**Father name** **:** VENKATASWAMY.M

**Date of Birth :** 27-May-1988

**Sex :** Male

**Marital Status:** Married

**Declaration:**

I do here by declare that all the above given details are true and correct to the best of my knowledge and belief.

Place: KURNOOL Signature:

Date: 13/02/2016  **NAGARAJU.MULKALA**