VASU PADALA

4-6-26/1/1,Yellareddyguda, Hyderabad, Telangana500048 | C: +91-9966666892|

Vasupadala892@gmail.com

Develop and implement sales plan and manage all phases of the sales cycle-from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals. Hire, train and supervise sales support staff, and create a fun and productive work environment.

**Summary of Skills**

* Good Communication and presentation skills.
* Excellent computer skills such as power point, Excel and word.
* Sound knowledge of the insurance business and current financial market.
* Good in Financial Planning and Wealth Management.
* Good in client relationships and analyzing the client requirement.

**Education**

Siva Sivani Institute of Management

Post Graduate Diploma in Management (PGDM HR)

2007 -2009

Pass Percentage – 65%

Hyderabad

Pondicherry University

Graduation in B.sc Zoology

Pass Percentage -61%

Yanam

**Achievements**

* Represented national volley ball team in the year of 2004 held in Rajampeta, A.P.
* Represented Pondicherry University volley ball team in 2002,2003 and 2004 for inter university competition.
* Achieved two gold medals in interstate level championship held at Kakinada (open category) Godavarigani (junior level) in 2005 A.P,
* Achieved best sports man award in the year of 2005 and 20,000 Cash prize given by the yanam sports and games development authority
* Representing for SBI Hyderabad Circle volley ball team, as a guest player from Sbilife.

**Professional Certifications**

Pursuing Certified Financial Planner (CFP)

**Professional Experience**

**Sbilife Insurance Co.Ltd 15/06/2009 to 03/07/2014**

**Hyderabad**

**Business Development Manager (BDM)**

SBI Life Insurance is a joint venture between State Bank of India and BNP Paribas Cardif. SBI owns 74% of the total capital and BNP Paribas Cardif the remaining 26%. SBI Life Insurance has an authorized capital of Rs. 2,000 crores and a paid up capital of Rs 1,000 crores.

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| |  | | --- | | Along with its 5 Associate Banks, State Bank Group has the unrivalled strength of over 18,000 branches across the country, arguably the largest in the world.  BNP Paribas Cardif is the life and property & casualty insurance arm of BNP Paribas, one of the strongest banks in the world. BNP Paribas Group, having presence in more than 80 countries ranks highly in Retail Banking, Investment Solutions and Corporate & Investment Banking. BNP Paribas Cardif is one of the world leaders in creditor insurance and its life and non-life insurance units have received an AA rating from Standard & Poor’s. | | |
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**Responsibilities:**

1. Recruiting State Bank staff as Insurance Advisors (certified insurance facilitators ) in branches and mobilize them to sell insurance products to their customers.
2. Interacting with HNI(High Network Individual) customers of entire Region, it consists 49 sbi branches. Identifying their financial and insurance needs.
3. Training the sbi staff about insurance plans.
4. Sound Knowledge about insurance, banking and financial products.
5. Training the CIF’s in – how to identify the customer needs, product training, application filling, how to achieve the targets of branch as well as individual.
6. Maintaining good and healthy relationships with branch staff and HNI Customers.
7. Providing untried support and Service to Branch staff and Customers.
8. Achieving the business targets.

**Personal Details**

Full Name: Vasu Padala

Father Name: Ramakrishna Rao padala

Date Of Birth: 20/02/1984.

Permanent Address: 1-193,Sunkarapalem,Tallarevu Mandal, East Godawari(Dist.), Andhra Pradesh