

● RESUME

M. A. ABHIRAM

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Bengaluru, India.

Objective

To obtain rewarding position in growth oriented organization and grow with the organization.

Professional Experience

| Sl. No | Designation | Organization | Period | Nature of Job |
|--------|--------------------------------|--|--|------------------------|
| 1 | Partner Guide | Wealthapp Financial Advisors {Fintech} | Dec 2016 - May 2019 | Channel Partner |
| 2 | Asst. Manager | HDFC Bank Ltd. Bangalore | From 9th March 2010 to 6th December 2016 | Personal Banker |
| 3 | Business Development Executive | ICICI Bank Ltd., Bangalore | 2 .4Years | H H Sales & B2 Banking |
| 4 | Accountant | Arunodaya Crushers (Metals & JCB Business) Ballari | 2.6 years | Accountant |
| 5 | Asst. Accountant | RSV Associates in Ballari | 1 year | Accountant |

Educational Qualification

| Degree / Certificate | Institution | Year of passing | Board/University |
|--------------------------|--|-----------------|---------------------|
| UG Course BCOM - General | Veerashaiva Vidyavardhaka Sangha College | 2004 | Gulbarga University |
| Pre-university Course | Ex-Municipal College | 2001 | PU Board |
| SSC | SCEMH School | 1999 | SSC Board |

IT SKILLS

Operating System : MS Windows Xp, Vista.

MS-Office Packages: Word, Excel-Basic, and PowerPoint.

Online Design tools : Canva and Infographics.

Others : Tally 8.1 version

ROLES & RESPONSIBILITY

Core Expertise –

- Sales - Acquiring, Enhancing, Deepening and Retention.
- Portfolio Management - identifying existing/new customers and partners who meet preferred product criteria.
- Customer Service - Ensure quality customer service is delivered.
- Achievement of Income and Other Benchmarks - Ensure that income plans for the month and year are duly met across financial products like – D-Mat Accounts, Mutual Funds, Loans, Credit Cards, Life Insurance & General Insurance
- Operations - Ensure certification of documentation required have been submitted and activated.

Team Management activities along with above core expertise –

- Manage escalations before referring to seniors/higher authorities.
- Point of contact for escalations
- Trainer for new team members.
- Work effectively within teams or by self, proactively identifying and resolving problems

Other Responsibilities –

- Initiating Ad and Ad concepts on Mutual funds, cross verifying the circulation of Ad done properly.
- Arranging for events in various cities and identifying Partners in those places and generating business from them.
- Responsible for managing Partners in National wide.
- Advising about the Mutual fund schemes as per their requirement after knowing their risk appetite and time horizon

Personal Details:

- Date of Birth : 24-04-1983
- Languages Known : English, Hindi, Kannada & Telugu
- Gender : Male
- Marital Status : Single
- Address : No E100,Upstairs,2nd main,6th cross,KG Nagara,Bengaluru-560019

Reference

Furnish upon request

Place: Bangalore.

(Abhiram.M.A)

Date: