

● 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 .4 Years	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,2<sup>nd</sup> main,6<sup>th</sup> cross,KG Nagara,Bengaluru-560019

### **Reference**

Furnish upon request

**Place: Bangalore.**

**(Abhiram.M.A)**

**Date:**