GopiKrishna Sarvepalli

Mobile : + 91 9666722233

Email : [svgopikrishna@gmail.com](mailto:svgopikrishna@gmail.com)

**Seeking Middle Level assignments in Sales & Marketing,Business Development, Network Development**

**PROFESSIONAL SYNOPSIS**

* A High-performance focused career of 27 years in cutting edge sales, Across different categories – Life insurance,Water Treatment,Training and Construction.
* ***Presently*** working with **Gk Institute of Human Excellence** as a Founder**.**.
* Core competencies are :-
  + Sales & Marketing --Business Development --Team managent
  + Channel Management- Relationship Management - Product Launches & Promotion.
  + Branch Administration - Liaising & Coordination

**Over All Achievements in Career :**

* Outstanding Sales Manger in the year 2008 in Met Life in Andhra Pradesh
* South India No.1 Agency Manger in JFM 212 Traditional policies business
* Made 3 MDRT’s
* Got 10 promotions in over all career
* Groomed more 25 employees to next level

**ORGANISATIONAL EXPERIENCE**

**1. Organization : Gk institute Human Excellence.Hyderabad**

**Designation : Corporate Trainer**

**Duration : May’22 to till…**

**( April 18 to Feb 2020)**

**Job Profile :**

* Customized Training Sessions in Companies and Colleges
* Career Planning to students
* Sales Trainings for Sales Professionals

**Achievements:**

* Conducted 450 Seminars Trained 2500 Participants in institute and 38000 Participants in Companies and Colleges
* Conducted Customised Training seminars in colleges and companies like Personel Effectiveness,Leadership Skills,Communication skills,Team working,Sales Training..
* Best ratings like 4.92/4.88/4.77 for my Trainings
* Delivered in Various Sectors

**2. Organization : Max Life India insurance Co Ltd.Secunderabad.**

**Designation : Sr. Associated Partner ( Management )**

**Duration : Nov ’2020 to May’2022**

**Job Profile :**

* Recruiting and training the Agency Development Managers.
* Conduct weekly performance review and planning (PRP) for Sales Managers.
* Ensure retention of Agency Managers by formulating their development plans, meeting their training needs and communicating with them on a regular basis

**Achievements :**

* Qualified Goa Zone conclave ( 4 ADM’s on QR & AMFYP Standards )
* JFM ’21 Got 26 codes and done 26 Quality Recruitments
* Launched 2 new ADM’S 4.35 GPA
* Launched a agent advisors 10 Early success awards.

**3. Organization : Aviva Life Insurance Company Limited - Hyderabad**

**Designation : Branch Head (Partnership)**

**Duration : February 2020 to November 2020**.

**Job Profile :**

* Recruiting & Training the Associated Partnership Managers.
* Conduct Weekly Performance Review and Planning (PRP) for APM’S.
* Ensure retention of Associated Partnership Managers by formulating their development plans, meeting their training needs and communicating with them on a regular basis.
* Ensure APM’s to recruit Agent Mentors for Business Development
* Train the APM’s and Agent Mentors.

**Achievements :**

* Done 83 Lacs  APE & Collected 50 Lacs Renewals
* MDRT ( Blue ribbon contest )
* Qualified for CDO Contest big Login Day

**4. Organization : Devaalaya Ventures Pvt Ltd.Visakhapatnam**

**Designation : Office Head**

**Duration : March ’16 to March’ 18**

**Job Profile :**

* Recruiting and training the General Managers.
* Conduct weekly performance review and planning for Sales Managers.
* Ensure retention of Agency Managers by formulating their development plans, meeting their training needs and communicating with them on a regular basis
* Selling Flats through Sales Managers and Agents
* Branch Operations,Project improvement
* Customer care,Dues to collection
* Vendor finalization

**Achievements:**

* Sold 126 flats - 2 bhk.3 bhk
* Completed G-4 Floors Construction

**Over All Experience :**

| **Company Name** | **Designation** | **Location** | **Duration** |
| --- | --- | --- | --- |
| Max Life Insurance | Sr.Branch Manger | Hyderabad | Dec ’2013 to Feb 2016 |
| PNB Met Life Insurance | Branch Manager | Tirupati | Jan'2011 to Dec'2013 |
|  | Sr.Sales Manager/SM | Hyderabad | July'2007 to Dec'2010 |
| Engg Solutions Corp | Regional Manager | Andhra Pradesh | Sep'2001 to June'2007 |
| Life Insurance Corp | Career Agent | Nellore | July'1995 to Aug'2001 |
|  |  |  |  |

**B.Com From SV University,Tirupati.1995**

**SCHOLASTIC ACHIVEMENTS**

* **State Topper in Civics Subject in my intermediate**

**IT SKILLS MS Office 2000**

**PERSONAL DETAILS**

Date of Birth:03.08.1974

Fathers Name : Late S.P.Narasimha Rao

Languages Known : English, Hindi, and Telugu& Tamil

Hobbies : Meeting People, Attending seminars, watching Movies

Address : Flat No 101, Balaji nivas,RK Puram,Hyderabad-500036

Native Place : Nellore, Andhra Pradesh-524002

Website : http//gkie.in