

KARUNA PREETHI REGAM

VISAKHAPATNAM, 530051 | +91 8978545211 | preethistella999@gmail.com



Profile

Results-driven professional with 4+ years of experience in sales leadership, operational management, and business development. Proven track record of managing teams, improving customer satisfaction, driving revenue growth, and optimizing branch performance. Skilled in financial planning, strategic execution, and cross-functional collaboration. Adept at leading diverse teams and delivering solutions that support company objectives and enhance branch success.

Experience

SENIOR TERRITORY MANAGER

BAJAJ ALLIANZ | 02/2021 to 04/2025

- Directed sales and administrative operations across assigned regions.
- Achieved significant revenue growth through strategic planning and team performance optimization.
- Cultivated strong client relationships, improving customer retention and satisfaction.
- Led new product launches tailored to market needs and monitored competitive positioning.
- Conducted team training programs to enhance sales competencies and product knowledge.
- Generated performance reports and presented insights to senior management.

ADMINISTRATIVE MANAGER

TECHNOSOFT SOLUTIONS

- Oversaw administrative processes, improving operational efficiency and staff coordination.
- Managed budgeting and resource allocation to reduce overhead.
- Supported calendar management, reporting, and communication protocols.
- Facilitated cross-team collaboration for successful project execution.
- Implemented digital documentation systems.

DPO - KOTAK MAHINDRA LIFE | BRANCH MANAGER

- Led daily branch operations and team of staff.
- Boosted sales through strategic planning and customer focus.
- Managed budgets, expenses, and financial reporting.
- Ensured compliance with company policies.
- Resolved customer issues, improving satisfaction.
- Trained and coached team to exceed performance targets.
- Grew customer base through outreach and marketing.

Internship

MOLECULAR BIOLOGY AND CANCER RESEARCH LAB, B BOROOAH CANCER INSTITUTE (2022-2023)

- Contributed to early cancer diagnosis research by identifying molecular biomarkers.
- Analyzed socio-demographic and environmental factors.
- Strengthened scientific insight applicable in healthcare sales strategy.

Key Skills

- Branch Operations Management
- Sales & Revenue Growth
- Strategic Planning
- Financial & Budgetary Oversight
- Team Leadership & Development
- Client Relationship Management
- Administrative Efficiency
- Market Analysis

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- Cross-Functional Collaboration
- CRM & Data Management
- Counseling & Communication
- Research & Data Interpretation

Accomplishments

- Co-Founder and Creative Lead - AGROW (Science & Agriculture Club)
- Treasurer and Executive Board Member - DRISTI (Cultural Club)
- Best Excellence Award, 2021 - Educational Trust & NGOs
- Young Achiever Award, 2021 - GITAM University
- Active member of social and cultural organizations

Education

MasterofScience:Biotechnology GITAM
UNIVERSITY | 01/2021

Activities

- Internship - Rashtriya Ispat Nigam Limited (2019)
- Delegate Coordinator - G20 India Summit 2023
- Workshop Participant - APEITA, Olympic Education
- Member - GITAM Clubs & Technical Workshops

Certifications

- Milliner Award - Bajaj Allianz
- Best Performer - Bajaj Allianz CAO
- Excellence Award (2021) - NGOs
- Young Achiever - GITAM University
- Appreciation - National Science Day, Women's Day (2021)
- COVID-19 Tracing - Johns Hopkins (2020)
- Thoracic Oncology - Univ. of Michigan (2020)
- Stem Cells - American Museum of Natural History (2021)

Disclaimer

I declare that the information provided is true and correct to the best of my knowledge. I am confident in my ability to contribute effectively and fulfill the responsibilities of the desired position.