**V.HANUMANTH KUMAR**

**E-MAIL** : [kumarhanumanth019@gmail.com](mailto:kumarhanumanth019@gmail.com)

**MOBILE NO :** 8790002507

OBJECTIVE :

Achieve a leadership position in the financial industry utilizing my leadership skills and interpersonal abilities and thus contribute my best efforts towards the development of organization.

**Executive Summary:**

* + Work Experience of 270 months in the areas of Relationship Management Sales Force Management and Channel Development with Companies like Annapurna Info tech Icici Bank and Dynamic Banking Solutions Pvt Ltd (DBS).
  + Key skills include leadership Qualities, Relationship Management Skills and Lead Generation Abilities
  + Received numerous Accolades and Rewards for Exceptional Target Management Capabilities and Outstanding Leadership Qualities.
  + Passed NISM MUTUAL FUND EXAM in the year 2021 May 29.
  + Master of Arts : M.A( Public personal Management ) 1999.
  + Bachelor of arts: B.A (sociology ) 1997.

**Work Experience (Sep 2009 to Till Date)**

1. **Dynamic Banking Solutions Pvt Ltd (DBS)**

**Designation : Branch Manager**

Key Achievements:

* + Handling a team to reach the targets in a month.
  + Dealing with mutual funds ,life insurance, General insurance Equities and all market investments.
  + Giving well trained Experience Faculty to take classes to Bank Employees on Sunday and Public holidays.
  + Dealing affidavit Certificates to customers like caste certificates, Residence certificates and Income certificates.
  + Awarded the prestigious “Best seller” award for Outstanding performance by Reliance Mutual fund in May 2010.
  + Has been the No 1 performer at the all India level for consecutive years both in terms of revenue generation and client retention.
  + Received various Monetary and Non- Monetary awards during the period a few of them have been listed below.
  + Trip to Malaysia, Bangkok , Singapore.
  + Lenovo Lap top in year 2010 April.
  + I Pod and Wrist Watch in June 2010.

**2. Icici Bank Limited Hyderabad ( October 2005 to 2009 August 2009)**

**Designaiton : Senior Sales Execitive**

* + Responsible for leading a team of 10 sales representatives with a focus on cross- selling various life insurance, mutual funds and General insurance products to the banks Existing clientele.\
  + Generate leads and handle customer issues and ensure a timely resolution by contacting the internal customer care representatives.

Major Achievements:

* + Received a best seller Award for the year 2005 for significantly surpassing the revenue guidance and thus an out performance of 250%.
  + Impeccable record of 100% target achievement during the stay with the company .
  + Following is a indicative list of the awards achieved during the period.
  + Apple I – pod Music Player
  + Branded Icici wrist watch.

**3. Annapurna Infotech : ( June 1999 to 2005 September)**

**Designation : Marketing Executive**

* + Market the products of the company by establishing relationships with the clients and ensure smooth product delivery.
  + Expand the client base by scouting for new markets and opportunities and thus enhance the revenue base of the company.
  + Maintaining update the customer database repository thus creating a source for future deals and acquisitions.

**Educational Qualifications :**

* + 1997 -1999

Master of Arts Osmania university , Hyderabad.

Major : Public Personal Management

* + 1992-1997

Bachelor of Arts: Andhra University

Major: political science, sociology and public administration.

**Interest / Other Information :**

* + Proficient in MS office products
  + Dedicated follower of the global and financial markets and the events shaping them.
  + Enthusiastic chess player with the focus on the dynamic opening strategies of the game.
  + Avid reader with the keen interest in fiction history and Exploratory science.

Hobbies :

* + Playing cricket
  + Watching selected movies.

**Computer Skills :**

Operating systems : Dos Windows

And Web Technologies : HTML and DHTML

Packages : MS – Office.

**Personal Profile :**

Full Name : Vemuri Hanumanth kumar

Father name : Late Vemuri Radha Krishna murty

Date of Birth : 05 -10-1974

Gender : Male

Languages Known : English Hindi and Telugu

Nationality/Religion : Indian –Hindu

Martial Status : Un – Married

Passport no : A 7535074

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place : Hyderabad

Date : ( v. HANUMANTH KUMAR )