

G. VINODH,
S/o. Suryanarayana,
Door no 4-7-58,
Miriya colony,
Anakapalli,
Visakhapatnam.
Mobile No:9989788868
Vinodh.gatreddy@gmail.com



Skills

- A result oriented professional with over 18 years experience in Business Development, Sales & Service Operations, Collection Management, Relationship Management and Team Management..
 - Hands on experience in exploring and developing new markets, accelerating growth & achieving desired sales goals.
 - Expertise in formulating marketing & sales strategies, promotion plans and new product launch for new business generation Through Dealers.
- An effective communicator with good presentation, relationship building and organizational skills.

Core

Competencies

Business Development

Developing and implementing marketing plans to assure achievement of agreed to budget, volume, and market share and profit objectives. Formulating & implementing strategies for acquiring business from clients and using potential of existing dealers.

Sales & Marketing

Exploring potential business avenues thereby achieving increased business growth and initiating market development efforts.

Managing sales & marketing operations; conducting sales promotional activities & new product launches as a part of brand building & market development effort. Conducting competitor market analysis for keeping abreast of prevalent market structure and enhancing the market share.

Channel Management

Establishing strategic alliances / tie-ups with financially strong and reliable Dealers; implementing effective strategies to maximize sales and achieve targets.

Building new business partners to expand product reach in the market and coordinating with dealers and sub dealers to assist them to promote productsscheams.

Key Account Management

Building and maintaining healthy business relations with dealers and customer, enhancing dealers,subdealers and customer satisfaction matrices by achieving delivery & service quality norms.

Monitoring post service activities like follow up with the customers, service reminders and handling customer grievances for superior customer service.

People Management

Leading, training & monitoring to ensure efficiency in business operations and meeting of individual & group targets.

Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.

Education

B.A, From Andhra University.
INTER (CEC) From Board Of Inter Mediate Education.
SSC from Board Of Secondary Education.

Experience

Experience : 01

MAGMA FINE CORP

vinodh.gatreddi@magma.co.in

TEAM LEADER (BKT 91-450) 13th April 2020 to Till now

In my under 5 Locations Srikakulam, Vizianagaram, Visakhapatnam, Rajamundry, Bheemavaram & Team size is 5 no's Sr.Collection Officers in My Under Reporting to Me.

Responsibilities:

- Responsible for Collection of outstanding amount from ABF loans Defaulters through In house Collections Team, Field Collection Officers, Collection
- Co-ordination with Policy (if policy permits) and Legal bodies for collection of Bad debts from Defaulters.
- Selection and recruitment of Collection Officers.
- Responsible for Managing Cost & Waivers within the budget given for the zone
- Effective management of stress accounts by identifying them in correct time and thereby reducing Flow..

Experience : 02

INDIABULLS CONSUMER FINANCE, RAJAHUNDRY

Gatreddi.vinodh@indiabull.com

COLLECTION MANAGER (0-30) FEB-2019 to CURRENT

Team size is 27 no's Collection Officers in My Under Reporting to Me. Review of account allocations and collections targets by bucket to Collections reps; resolution of exceptions in allocation, NPA Management, Maintaining Database, Reporting the immediate manager, Cash Management, Deposits, M-Collect & Receipt Book Management.

Achievements:

- Last 3 Month Achieved the Individual Targets 99.00% & Branch Targets 98.50% 0-30 BKT.
- Achieved the Every Months Full Incentives As per Policy
- As Per Policy Collecting the ODBC Chargers Individual Collection Officer Targets
- Good relationship with the staff and officers.

Responsibilities:

- Responsible for Collection of outstanding amount from Personal loans Defaulters through In house Collections Team, Field Collection Officers, Collection
- Co-ordination with Policy (if policy permits) and Legal bodies for collection of Bad debts from Defaulters.
- Selection and recruitment of Collection Officers.
- Responsible for Managing Cost & Waivers within the budget given for the zone
- Effective management of stress accounts by identifying them in correct time and thereby reducing Flow..

Experience

Experience : 03

ICICI BANK LIMITED, VISAKHAPATNAM

<http://www.icicibank.com>

Debit Manager-Auto Loans (All Bkts) Jan-2017 to Oct-2018

Review of account allocations and collections targets by bucket to agencies/ Collections reps; resolution of exceptions in allocation, NPA Management, Maintaining Database, Reporting the immediate manager, Cash Management, Deposits, Cross Selling Products, Receipt Book Management.

Responsibilities:

- Responsible for Collection of outstanding amount from Auto Loans Defaulters through In house Collections Team, Field Collection Executives, Collection Agencies, FOS.
- Tracing and Lien marking of customers I-Bank accounts for recovery of outstanding amount.
- Co-ordination with Policy (if policy permits) and Legal bodies for collection of Bad debts from Defaulters.
- Selection and recruitment of Collection Agencies and Collection Executives.
- Responsible for Managing Cost & Waivers within the budget given for the zone
- Effective management of stress accounts by identifying them in correct time and thereby reducing NPA's.

Experience : 04

Indusind Bank Limited Consumer Finance Division at Anakapalle

Deputy Manager

since 2013 to Jan 2017.

Tasks Handled.

- Take care of 6 Branches in my anakapalli Hub.
- Maintaining business and collection portfolio on day by day .
- Verifying day to day operation works.

Achievements:

- Achieve every quarterly budget.
- Maintaining NPA as per bank norms.
- Good relationship with the staff and officers.

Experience : 05

Marketing officer in Indusind Marketing and Financial Services Pvt Ltd.,Tuni branch East Godavari Region.

Tasks Handled.

- Support functionary for VARUN TWO WHEELERS AND SAI RAM AUTOMOBILES .
- Sourcing BUSINESS from the allotted Dealers.
- Maintaining business and collection portfolio.

Achievements:

- Consistently achieved the set targets month on month.
- Been prominent among all the support functionaries in terms of discipline and effort levels.
- Stood topper for the financial year 2011-12 and 2012-13.

Experience : 06

Marketing officer in Indusind Marketing and Financial Services Pvt Ltd., Nellore branch Nellore Region.

Tasks Handled.

- Support functionary for Main dealer of A M REDDY AUTOMOBILES AND SARUYU AUTO AND M.G BROTHERS AUTOMOBILES AND SRI SHIRIDI SHA AUTOMOBILES.
- Sourcing BUSINESS from the allotted Dealers.
- Maintaining business and collection portfolio.

Achievements:

- Consistently achieved the set targets month on month.
- Been prominent among all the support functionaries in terms of discipline and effort levels.
- Nellore Region 2nd for the financial years 2008 to 2010.

Experience : 07

Worked as a Field Investigation officer in Allfin Services and Solutions Pvt Ltd., Anakapalli Visakhapatnam Region.

Tasks Handled

- Maintaining Field Investigation and collection portfolio.

Achievements:

- Maintaining NPA as per bank norms.

Personnel Info

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|-------------------|---|---|
| Name | : | Gatreddi Vinodh |
| Father's name | : | G.Suryanarayana |
| Mother's name : | | |
| Date of birth | : | 08 th Aug 1983 |
| Nationality | : | Indian |
| Marital status | : | Married |
| Languages known | : | English, Telugu |
| Permanent Address | : | D.NO: 4-7-58, Miriya colony, Anakapalli, Visakhapatnam -531001 . |

G.Vinodh