

# **CURRICULUM-VITAE**

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## **OBJECTIVE**

Seeking a challenging position in knowledge based corporate company with good job profile so that I can get into continuous learning and update myself. I like to place myself in this fast-moving world where I can work with committed and dedicated people which will help me explore fully my management skills to maximum. Willing to work as a key player in a challenging and creative environment

## **SUMMARY**

- 10 years of experience in Collections, Sales & Marketing.
- Expertise in Collections & Customer Interaction.
- Good knowledge in various Sectors of Sales, Marketing & Collection.
- Excellent communication, interpersonal skills and negotiation skills.
- Ability to deal with people diplomatically.
- Highly self-motivated, independent, resourceful & good team player.

## **EDUCATIONAL QUALIFICATION**

- B. Com Graduation from Osmania University, Hyderabad
- Diploma in commercial and computer practice from SRRS Polytechnic.
- SSC from Sri Saraswathi Vidya mandir, Manakondur

## **TECHNICAL SKILLS**

- Operating Systems : DOS, Windows 98 & Windows 2000 Professionals
- MS-Office2000 Tools : MS-Word, MS-Excel, MS-PowerPoint & MS-Access

## **Current Organization:**

**POONAWALLA FINCORP LTD (Formerly known as MAGMA FINCORP LTD) – as**

**DEPUTY MANAGER from May'2021... (Product: CE, CV and CAR)**

**Location Handled – Karimnagar, Mancherial and Warangal, Nizamabad**

- Handling a team of 10 collection officers...
- Maintaining a Portfolio of 17 Crore POS Value of 0-90 Buckets
- Achieving POS Resolution % Targets in Bucket wise,
- Resolving high POS customers through personal visits

**Previous Organizations:**

**India bulls Consumer Finance Ltd – as COLLECTION MANAGER from Nov’2019 to May’21**  
**Location Handled – Karimnagar old District**

- Handling a team of 50 collection officers and 6 Team Leaders
- Maintaining a Portfolio of 21 Crore Outstanding Comprising X-Bucket to 180+ and 365+ Buckets
- Achieving Resolution % Target in X-Bucket and Cash Collection Targets in Bucket wise

**Bajaj Finance Ltd – as Assistant Manager - from August’2018 to Nov’2019**  
**Locations Handled - Karimnagar, Warangal Districts**

- Handling Collection team to achieve given targets
- Personally visit for problematic customers with executives
- Resolving high POS customers through personal visit
- Maintain good relationship with Showroom Dealer
- MIS preparation daily

**Tata motors Finance Ltd – as Team Leader - from June’2015 to July ‘2018,**  
**Locations Handled - Karimnagar, Mancheria, Warangal & Nizamabad**

- Handling Collection team to achieve given targets
- Co-ordination with team members in getting the collection related issues
- coordinating with the collection agency in a daily basis
- Monitoring collection and repossession process
- MIS preparation daily

**Hinduja Leyland Finance Ltd –as Marketing Officer – from June’12 to June’15**

- Handling Sales team and Collection team to achieve the targets given.
- Coordinating with team members in getting the finance related issues and conversion of Maximum Deals into business.
- Ensuring Minimum TAT for getting approvals and payments.
- To Collect the Post Delivery Documents after disbursement of the loan.

**Indus Ind Bank Ltd, Karimnagar – as Counter Staff – April ‘11 to May’12**

- Personally, visiting prospective customers seeking Finance on 2-Wheeler Loans.
- Co-ordination with Dealers for finalization and conversion of Deals into business.
- To Collect the Post Delivery Documents after disbursement of the loan.
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**Personal Profile:**

Name	:	Madhu Kommu
Father Name	:	Ilaiah
Date of Birth	:	6 <sup>th</sup> May 1987
Marital status	:	Married
Languages Known	:	English, Hindi & Telugu
Nationality	:	Indian – Hindu
Permanent Address	:	H.no: 2-69, Manakondur, Karimnagar - 505469

Place: Karimnagar

Date:

MADHU KOMMU