# C:\Users\Park\Desktop\Photo.jpgVENKATESH VINNU

**#308, Al Abdul aziz bldg,**

**King Faisal Street,**

**Sharjah.**

**Mobile: +971-58-9129264**

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

**Career Objective:**

To attain a challenging and progressive career in an organization where the combination of my knowledge, my hardworking capacity, innovative and creative thinking will aid to achieve the company's goals and my growth.

**Educational Qualification:**

**Bachelor of Engineering** in Computer Science, S.L.N. college of engineering, from **Visvesvaraya technological University**, Belgaum.

**Current job profile:**

Presently associated with **TechArro Soft solutions India pvt ltd**, as a **Marketing Manager**, Since March 2016 to December 2019, 10th main Basaveshwar nagar, Bangalore.

* Calendar management and product training- RedHat;IBM;Oracle and others related to the Data security and Data managements.
* Sales and product development, with the pricing of the product and its services.
* Explore the Local and International market for Data back-up and Data security oriented services
* Working on the identified data oriented industries like banking institutions, hospitality, software industries etc…,
* Achieving the quarterly target with the organized sales team
* Developing the needs to the clients and serving them as per the requirements.

**Sales and Service Officer (SSO)**

Associated with **Mashreq bank**, UAE, as **Sales and Services Officer(SSO) –Al Salam branch, Salam street, Abu Dhabi,** Since oct 2014 to nov 2015.

**Job Profile:**

* Explore the local market opportunities for Asset and Liabilities Acquisition to support on fresh acquisition.
* Work on identified employers or with low penetration and convert these opportunities to on relationship with the aim to increasing share of business with these companies.
* Achieve on penetration targets for each employer with the branch for applicable products.
* Maintain documentation on the related agreements and related communication with company.
* Explore the MG/SE segment in the market with the aim of increasing share of the asset and liability business.
* Company packages management and new companies introduction.
* Achieve assigned KPI in regards to retail banking products, including credit cards, Personal loan(STL and NSTL), accounts and Banca (both Islamic and Conventional).
* Create employer acquisition plans for each geographical area to achieve financial targets

**SALES Executive experience :**

Associated with **First Gulf Bank**, UAE, as **Sales executive – Electra Street, Abu Dhabi,** Since August 2012 to August 2014. As a credit card Sales and Non Salary transfer loan sales executive

**SALES Executive experience :**

* **Software products Sales and service officer, Trident Microsystems india pvt ltd. Bengaluru**

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| Computer Skills: |

Languages : C, C++, JAVA, J2EE

Packages : MS Office, D.T.P.

Operating System : MS DOS, Windows 2000 and Windows XP, Unix.

**Key Strengths :**

* Highly Motivated.
* Excellent Leadership Skill.
* Excellent Communication and Self Confident.
* Patience and flexibility.
* Cross functional, analytical and problem solving abilities.
* Vast Market Information.
* Good Knowledge on competitor’s activity.

## Personal Information:

Father’s Name : V. Satyanarayana

Date of Birth : 20-01-1985

Visa Status : Tourist Visa

Language Known : English, Hindi, Kannada, Telugu & Marati

Extras : Holding Valid UAE Driving license with own Car.