**Curriculum Vita**

**Rakesh Jakkula**

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**Career Objective:**

* **Over 4 plus years of experience in the areas of Banking, Retail Business,Credit Rating; Insurance**
* **Proficiency in Marketing, Business Development, , Relationship Management, Recruiting; Effective Team management,**
* **Strategizing, Operations and over all Business General Management.**
* **Strong leadership skills ensuring a healthy work environment & designing successful implementation of cost savings, with key focus on targeted revenue generation.**
* **Currently designated as Manager with Profectus Capital Pvt Limited**
* **Proficient in coordinating & marketing a wide range of products, organizing promotional events,**
* **conducting market research, accelerated growth and achieving business targets.**

**Professional Summary:**

**Worked as Branch Sales Manager in Profectus Capital Pvt ltd (Feb'2020 to Dec '2020)**

**Deals with Business loan,Equipment loan,Secured loans,Working Capital Loans.**

**Worked as Relationship Manager in Edelweiss Finance ltd (july '18 to Feb'2020)**

**Deals with Business loan,Equipment loan, Secured loans.**

**Worked as Assistant Manager in EFL(Electronica Finance Limited) (Sep'17 to june'18) Deals with Business loans,Working capital Demand loans, Industrial property loans,**

**Mainly focusing on Machinery loans, for manufacturing units like service& trading industries**

**Worked as Manager in Smera Ratings Limited (jun’16 to Aug'17)**

* Handling Major Banks under my Portfolio Meeting DGMs,AGMs & Chief Manager on

 regular basis to Generate Leads ,where in which customer has gone for new loan

 sanctions and enhancements

* Meeting ZO/RO people to Know about the new circulars and also to get the list of unrated

 accounts branch wise

* Meeting the Client and explain them how rating is beneficial to them as well as to the

 banker

* After Rating Process is done meet the client and banker and hand over the rating letter

 and handle any service related issues

* Generate References from Existing Clients
* Meeting CA and Financial Consultant to Generate leads

* **Worked as assistant manager in Onicra credit rating agency of India ltd.(Nov'14to May”16)**
* **Worked as Development manager in ICICI Prudential life insurance co.ltd Banjara hills Hyderabad (May’13 to sept'14).**
* **Worked as Manager Distribution Deputy Level, IDBI federal life insurance co.ltd, Himayathnagar Hyderabad (Oct’12 to Jan’13).**
* **Worked as Branch manager in reliance life insurance co.ltd (CDA office), karimnagar (Jan’09 to June’12).**

**Software / Technical Proficiency:**

###### Accounting Package : Tally ERP 9

 Software Packages : MS Office 2003 & 2007

 Operating systems : Windows 2000/XP/Vista

**Education Profile:**

* Completed Post Graduation with First Class from SWAMI VIVEKANANDA INSTITUTE OF TECHNOLOGY College, affiliated to JNTU, Hyderabad, in MBA (FINANCE), 2009.
* Completed Graduation from SREE CHAITANYA DEGREE College, affiliated to KAKATIYA University, Karimnagar, in B.COM(comp) during 2004-2007.
* Passed Intermediate (+2) conducted by Board of Intermediate Education, Govt. of Andhra Pradesh with C.E.C as optional subjects, from HOLY TRINITY Junior College, Karimnagar during 2002-2004.
* Passed Std. X conducted by Board of Secondary Education, from Pragathi High School, Karimnagar in 2002.

**Academic Project:**

**Title : DEPOSITORY SYSTEMS**

Description: A Depository system where is a place to deposit something for safekeeping as banking which funds or securities are deposited by other under the terms of depository agreements. The principal function of depository is to dematerialize securities and enable their transactions in book-entry form. The securities are transferred by debiting the transferor’s depository account and crediting the transferee’s depository account.

**Soft skills:**

* Being a good team member, adding value and Serve to the team.
* Able to empathize with others situations and looking at an issue from their perspective.
* Exhibiting appropriate decorum at all situations.

 **Extra-Curricular Activities:**

* Participated in Debates, Elocution competitions, Skits, Essay Writings.
* Participated in all sort of games and sports throughout my student life.

**Strengths:**

* Enthusiastic to learn new things
* Confidence
* Self Evaluation.
* Full commitment to my work
* Having good interpersonal skills
* Well organized and like to be neat with all of my work

**Hobbies & Interests:**

* Playing Chess
* Going on Long Rides

**Personal Details:**

Father’s name : J. Rajaiah

 Gender : Male

Date of birth : 6th Nov 1986

Marital Status : Married

Nationality : Indian

Languages Known : English, Hindi and Telugu.

Address : Secunderabad Hyderabad.

**Declaration:**

I hereby declare that the above information provided is correct and true to my knowledge.

Place: Hyderabad

Date: (J.RAKESH)