


Lokesh Kankula

 kankulalokesh@gmail.com

 +91 8801910242

 www.linkedin.com/in/lokesh-kankula-8b9133198/

Career Objective:

Having the desire to learn and grow, looking forward to be part of a progressive, fast-paced and high quality work environment where I can put in practice my skills, and grow with the organization while achieving the set goals.

Experience

- **Business Trainee Shriram Life Insurance**

“A COMPARATIVE STUDY OF RETIREMENT PLANS OF SHRIRAM LIFE INSURANCE AND HDFC LIFE”

- To analyze the brand awareness on retirement schemes.
- I have collected from personal interviews and interaction with the lead generation process.
- Following up the leads
- Sales target closure
- End to end customer service.

In 3 months, I had to deal with the customer friendly documentation (i.e.) it made easier and faster for sale closures.



Way2Online –ESSEX INDIA, Relationship Manager

(1year 2months)

- Generated leads.
- Following up with the leads.
- Cold calling and taking customer requirement.
- Fixing up the meeting schedule (face to face).
- Sale target closure.
- End to end customer service.



North Star Homes, Sales Trainee (6months)

- Generated leads.
- Following up with the leads.
- Cold calling and taking customer requirement.
- Fixing up the meeting schedule (face to face).
- Sale target closure.
- End to end customer service.

Education



Dhruva College of Management, Hyderabad

2019

Post Graduate Diploma in Management, Marketing and Finance (7.0CGP)



Bhavans Vivekananda College, Hyderabad

2017

Bachelor of Commerce – (General) 70%



Kendriya Vidyalaya picket, Hyderabad

2014

Intermediate (H.E.C)-CBSE (7.5CGP)



Kendriya Vidyalaya picket, Hyderabad

2012

10th standard-CBSE (6.4CGPA)

Professional attributes

- Market research.
- Lead Generation & Cold Calling taking customer requirement.
- Customer engagement.
- Face to face meeting with customers and explaining them about the projects & future developments of locations.
- Taking care of customer for Site Visit.
- Taking care of Negotiation and Closures.
- End to end customer service.



Skills

- Ms-office (excel, PowerPoint, word).
- Leadership.
- Creativity.
- Team player.
- Quick learner.
- Communication Skills.
- Collaboration.
- Presentation skills.

Certifications

- NCC A, B and C certificates.
- Achieved regional level certificate in hockey.
- Participated in republic day parade.
- Received internship certification from Shriram Insurance on “A COMPARATIVE STUDY OF RETIREMENT PLANS OF SHRIRAM LIFE INSURANCE AND HDFC LIFE”(1 MAY-31 JULY,2018)
- Received certification for digital marketing strategies by AMITY FUTURE ACADEMY (APRIL 2020).
- Received certification for social media marketing by AMITY FUTURE ACADEMY (APRIL 2020).

Extra-Curricular Activities

- Achieved regional level certificate in hockey.
- Participated in republic day parade.
- Interests in volley ball, watching movies and like to explore by travelling
- Coordinated sports meet in Dhruva College of Management, 2017 and 2018.
- Coordinated as a lead head for carom for Sport meet event in Dhruva College of Management, 2017 and 2018.

Languages

- Hindi,
- Telugu,
- English

Declaration:

I hereby declare that the above information is appropriate and to the best of my knowledge.

Place: Hyderabad, Telangana.

Date:

