

Bhupati Vijay Kumar

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Career Objective:

To become a successful Business Manager in a reputed organization that will integrate and enhance my skills in Corporate Business and have a practical vision and achieve the same for the organization by giving my best Effort.

Work experience:

- Working with India First Life Insurance as a Business Development Manager (Relationship Manager) from April 2019 to till date .
- Worked for Kotak Mahindra Bank Ltd as an Assistant Acquisition Manager (Grade-Assistant Manager) From April 2018 to March 2019.
- Worked for Apollo Med Skills LTD as a HR Executive from June 2016 to December 2017(Internship)

Roles & Responsibilities:

- Acquisition & Deepening of Saving Account for the branch.
- As part of sales job, incumbent is required to do field work.
- No cold calling. Incumbent will be given leads from the bank for sourcing of accounts.
- Simplified sales process with help of Biometric device. Minimal paperwork.
- Bank will provide the lead where candidate have meet and close the lead and source the Saving Accounts.
- Generating revenue through third party products (Assets)
- Assess local market and identify current and prospective opportunities.
- Adhering to high ethical standards and comply with applicable regulations.
- Relationship Management with the Channels and Franchise for business development.
- Relationship Management with the Branch Employees and Manager of the bank at partner branches to increase the revenue.
- Key customer calls (Private Banking customers).
- Objection handling and aiding sales process carried out by branch.

Education:

Institution	Year of passing
MBA (HR) from KBCOLLEGE::PG::CENTRE (Autonomous), Vijayawada(Krishna University)	2018
BBA from Andhra Loyola College, Vijayawada (Krishna University)	2016
Intermediate(MPC) from Board of Intermediate Education(CBSE,DELHI)	2013

SSC from S.D. Jain Higher Sec. School, Dimapur (Nagaland Board of School Education)	2010
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Achievements

- Qualified for state insurance contest in 2018 at kotak mahindra bank.
- Participated in SIP mega drive, achieved 2nd place at kotak mahindra bank and got appreciation treat from Zonal head.
- Qualified for NRI WING insurance contest in 2020 at ICICI Bank Ltd.

Technical Qualification

- Operating Systems : Windows XP, Windows 7, Windows 8.
- Web Technologies : Multimedia.
- Packages : MS-Office (Document, PowerPoint, Excel).

Professional skills:

- Fast learner, adapt well to changes and pressures in workplace
- Work effectively with diverse groups of people
- Setting up of Goal, moving towards goal with planning
- Applying my best efforts towards organization development

Personal Data:

- Date of birth: 06 May1992
- Sex: Male
- Marital Status: Married
- Father's name: Bhupati. Shankar
- Mother's name: Bhupati. Kumari
- Nationality: Indian
- Language: English, Telugu, Hindi, Bengali, Assamese and Nagamese
- Permanent Address: Door No. 34-3-3, Kasturibai Pet Library Street, Vijayawada.

Place: Vijayawada

Vijay Kumar. Bhupati