

Seeking a career in Business Development and Operations with an aim to work towards identifying individual and organizational growth opportunities.

OBJECTIVES

- A result oriented professional with 15 years of work experience as mid-level managerial position.
Adopt business development and analysis, knowledge management, people management, building healthy employee relations, and team spirit.
- To perform an efficient and effective role in the Areas of Bank and Finance especially for the fast growing Private sector Banks, lead the team of Banking professionals towards accomplishment of Branch and Corporate object

ACADEME

Worked as Unit Manager for State Bank of India Life Insurance Co Ltd 09th Aug to 24th April 2018

Handled a team of agents for procuring new business to the company. Conducted business campaigns and held business meetings to generate new business help them to reach targets and meet the set goals.

DHFL

July 9th 2016 to Feb 28th 2017

Worked as Relationship Manager for Guntur and Vijayawada Branches looking after Retail Liability Business.

Given a Target of Rs.2 Crores plus in these two areas and reporting to Regional sales manager Hyderabad on daily basis.

Role of appointing new agents and meeting corporate agents motivating and getting business done by giving required support.

Achieving targets and participating in contests and increasing sales potential.

INDUSTRY EXPOSURE

HDFC Bank Ltd

Jan 5th 2010 to Jun 9th 2016

Working as a Deputy Manager in the role of Teller Authoriser.

Tasks & Duties

- ❖ Daily operations which include cash, clearing, MIS-Reports, and all the other activities form the day beginning day that is from BOD to EOD.

- ❖ Ensuring customer related services with error free and prompt service. Resolving service related queries, and generating leads and making positive closures over the counter and entering the leads into the system on daily basis.
- ❖ Handling the teller team and ensuring good services within the TAT for every transaction. Achieving cross sales activities for HDFC Standard Life Insurance by myself and my team and generating the income for the bank.
- ❖ Promoting gold loans and handling the gold loans as a Custodian.
- ❖ Handling the lockers as a locker custodian while handling the vault keys as a vault custodian.
- ❖ Acquiring new business opportunities across the counter by generating the new leads on branch walk-ins.
- ❖ Reporting the daily sales business of myself and my team to the operations manager and branch manager on daily basis.
- ❖ Following the process on each and every aspects as per the banking norms in the teller counter as such Clean note policy, forged notes, due diligence while transactions in newly opened accounts etc..

Axis Bank Ltd

May 2002 to Dec 2009

Worked in the role of Business Development Officer

Tasks & Duties

- ❖ Prime responsibility of developing branch business by acquiring good and quality accounts and provide Customer services.
- ❖ Leading the team of sales executives towards their set individual targets and also reach the branch targets.
- ❖ Recruiting sales team and motivating them to bring business and strive hard to reach the targets.
- ❖ Reporting to the Branch sales Manager and Branch Head regarding the CASA Targets and budgets.
- ❖ Promoting sales by doing different activities such as road shows and participation in cultural Programmes by organizing even

Achievements:

Received lot of appreciation certificates from zonal and central office recognizing sales performances.

Academic Qualification

- ❖ M.B.A. from JNRV Deemed University Udaipur Deemed University.

Personal Profile

Name : Gururaj.Kondapak
Father's Name : Narayana Murthy.K
Date of birth : 14th Feb 1974
Languages known : English, Hindi, Telugu & Kannada.
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