



JV KRISHNA PRASAD

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Summary

"Objective: Aiming to treat the bank customers with honesty and openness and to offer them clear straight forward advice by recommending only those products that fit our customers' needs."

CORE COMPETENCIES:

- ✓ A dynamic Banking & Financial Services professional with over 18 years of work experience.
- ✓ Well versed with **Banking and Insurance**; proficient in selling all banking products like Home Loans, Personal Loans, Auto Loans, Mortgage Loans, Credit cards,
- ✓ Maintained knowledge on banking products and distribution to provide optimal service support.
- ✓ Coordinated with teams and assisted clients in providing optimal financial advice on various banking products. Developed and maintained bank revenue goals.
- ✓ Analyzed financial products and recommended appropriate products to clients.
- ✓ Managed all product inquiries for clients and provided direct and indirect solutions.
- ✓ Designed strategies to retain present businesses and for acquiring prospective clients.

Skills

- Marketing
- Business Administration
- Business Development
- Sales management

Experience

Axis Bank Ltd | Hyderabad
Corporate Salary Manager
08/2022 - Current

Job Description:

- Managing the Large and Medium size Portfolio Corporate, Acquiring of New Corporate Relationship and Sourcing Salary accounts from portfolio and NTB Corporate,
- Working of Incremental values of Existing Book and New to Bank Book.
- Empanelling of New Company Codes, and Conducting Corporate Engagement Activities like Help Desk and Asset Desk Activities, Entertainment activities like Jumba, Thabola, Caricature art, Mini Golf and Virtual Reality games.
- Responsible for Achieving KRA of Sales team on the Parameters like Premium NOA acquisition, Salary Credits Revenue generation, Life Insurance, Retail Assets, and Other Cross Sell.

HDFC BANK LTD | Hyderabad
Corporate Salary Relationship Manager
12/2014 - 08/2022

Job Description:

- Managing the Portfolio Corporate, Acquiring of New Corporate Relationship and Sourcing Salary accounts from portfolio and NTB Corporate,
- Working of Incremental values of Existing Book and New to Bank Book.
- Empanelling of New Company Codes, and Conducting Corporate Engagement Activities like Help Desk and Asset Desk Activities, Entertainment activities like Jumba, Thabola, Caricature art, Mini Golf and Virtual Reality games.
- Responsible for Achieving KRA of Sales team on the Parameters like

Premium NOA acquisition, Salary Credits Revenue generation, Life Insurance, Retail Assets, and Other Cross Sell.

Axis Bank Ltd | Hyderabad
Priority Relationship Manager
12/2011 - 12/2014

Job Description:

- Generating new business leads to achieve defined sales targets in all banking products.
- Build and deepen relationships with existing HNW customers to achieve increase in share of wallet and revenues.
- Handling portfolio of customers who are of a higher and more sensitive nature.
- Assessing the quality, potential and profitability of new relationships as well as the existing portfolio.
- Ensuring that the service standards are met and maintained and Nil undesirable business is sourced.
- Providing truly professional customer service to achieve a high level of customer satisfaction and retention

Birla Sunlife Insurance Company Pvt Ltd |
Hyderabad
Business Development Manager
08/2007 - 12/2011

Job Description:

- Recruiting Advisors on regular basis for selling Investments & financial planning
- Training them to do activities to generate leads and Handling sales calls
- Conducting Unit Meetings twice in a month, supporting team by attending joint sales calls,
- Motivating advisors towards Sales, Earnings & Achievements.
- Conducting Training to agents on new products and various other promotional activities.
- Effective relationship management with significant clients to ensure quality service is rendered for business retention / enhancement.

Achievements :

- Achieved double Promotion from Agency Manager to Business Development Manager.
- Produced 2MDRT Advisor and 5 Club Members.
- Generated 500 plus client base and 2.50 cr premium during job period

SHARE KHAN SECURITIES PVT LTD |
Visakhapatnam
Sales Officer
08/2005 - 12/2006

- As a Sales Officer, Achieving the targets of Demat Accounts sourcing
- Activating the Trading accounts by investing clients into shares and stocks.

Education and Training

Pydha Educational Management Institute | Visakhapatnam
MBA in Finance And Marketing
03/2004

SKVT DEGREE COLLEGE | Rajahmundry
B.Com., in Accounting And Business Management
03/2001

Accomplishments

- Received Best Performance award twice from Circle Head
- Received Certificate of Appreciation from Cross sell segments like LI, MF and Home Loans etc.
- Received Invitation for Financial Planning Workshop conducted by IIMs, Kolkata.

- Awarded Green Jacket for Qualifying Circle Head Inner Club

Certifications

- Received IRDA Certification
- Received AMFI- Mutual Fund (Advisors) Module through NISM

Languages

- Proficiency in Telugu , Hindi and English

Custom

IT Forte:

Well versed with Ms Office (Excel, PowerPoint), MS Access

PERSONAL DOSSIER

Date of Birth: 16th August 1980

Address: Plot no 100, Sridham Hills, Ameenpur, Hyderabad, Telangana 502032