



Kishore Lyatha

Career Objective

Seeking a challenging and rewarding opportunity with an organization of repute, which recognizes & utilizes my true potential while nurturing my analytical and technical skills

Work Experience

PNB HOUSING FINANCE LIMITED

Relationship Manager

May 2018 - August 2019

- Plan and conceptualize various strategies to achieve business goals for sales aimed towards the growth in business volumes as well as profitability in order to achieve the set targets.
- Actively involved in business planning & implementation to assess market potential in business opportunities.
- Increasing market share on a monthly basis with suitable strategies.
- Effectively managing client base and meeting client expectations.
- Respond to dynamic changes to changing demand off take through changes at client base, on daily and weekly basis.
- Effectively provide training to client base in order to identify opportunities and to maximize opportunity conversion.

SOFTWARE WORKED ON : Kastle® Universal Lending.

Technical /Soft Skills

TOOLS : R, Python, Microsoft Excel, Tableau, Power BI.

SOFT SKILLS : Data Interpretation, Analytical Thinking, Problem Solving

Languages

ENGLISH, HINDI, TELUGU

Education

Master of Business Administration (MBA) - 2018

ICFAI Business School, Hyderabad, ICFAI Foundation for Higher Education.

B.Tech (Mechanical) - 2016

TKR College of Engineering and Technology, JNTU Hyderabad.

Intermediate 2012

Little Flower Junior College - Uppal, Board of Intermediate Education, Hyderabad

Matriculation 2010

St Andrews High School - Bowenpally, Board of Higher Secondary Education, Hyderabad

Trainings & Projects

Internship - REGROB Infrastructure Pvt Limited, Hyderabad

- **Title:** Implementation of digital policies in a strategic manner for the company
- **Review:** The project aimed at B2B, Digital marketing and Market Research.

Key Achievements : Best Intern Award in Summer Internship Program.

B.Tech Project

- Major Project: Flexural Fatigue Analysis of Glass-Epoxy Laminate.

Others

- Study Project/Internship on '**ENGINE TRANSMISSION**' in Lakshmi 'NISSAN' Hyderabad.
- Training on '**BOILERS AND COMPRESSORS**' in 'The India sugars and Refineries Ltd' Karnataka.
- Study Project on '**AIR BRAKING SYSTEM AND COACH MAINTENANCE**' in INDIAN RAILWAYS (South central railway) Kacheguda Depot, Hyderabad.

Certification Courses

- Executive Certificate Program in Data Science & Machine Learning Program using R and Python from **IIM RAIPUR (From January 2020 - July 2020)**
- Search Engine Optimization (SEO) and Internet Marketing from **Digital Ready, Hyderabad.**
- Grade II Holder in 'PIANO' from '**TRINITY COLLEGE LONDON**'.

Extra Curricular Accolades

- Worked as Co - ordinator of Samavesh (Music pool) , the Official Cultural Face of IFHE Hyderabad and guitarist of **DIATRIBE** - Official Rock band of IBS Hyderabad.
- Associated with '**ICFAI TECH SCHOOL**' as '**JUDGE**' for 'War of bands'- TRITI
- Organized '**SHIZNAY 2K15**' (**Battle of Bands**) in Houz of Blues club, Hyderabad.
- Committee member for **SHIZNAY** (Musical Fest Organized by TKRES).
- Coordinator for '**MECHATHLON 2K15**' A National level technical fest organized by TKRCET.
- Organized Workshop on '**COMPOSITE MATERIALS AND MANUFACTURING PROCESS**' 2K14.
- Participated in '**INTERNATIONAL Autonomous Robotics Challenge**' in association with Techkriti 2K13,IIT Kanpur.

Contact



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