



V. HEMANTH (IIMR, Ph.D)

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Job Objective

Responsible for Revenue generation thru Banking and Billing Vendor Alliance, Ecommerce, Retail, Mid-Retail, Large Merchants, SME Lending.

Professional Profile

Over 14+ years' experience in the areas of Retail Assets, Banking and Billing vendor Alliance, SME Lending, merchant Acquiring (Presales Activity, Product Development with customization Etc.,) Ecommerce – Payment Gateway, Business Development and financial services industry. Possess excellent interpersonal, communication and organizational skills with proven abilities in team management, customer relationship management.

Areas of Expertise

Business Development, Alliance & Marketing

- Implementing competent strategies with a view to penetrate new accounts and expand existing ones, meeting pre-determined business objectives.
- Monitoring channel sales and marketing activities, implementing effective strategies to maximize sales and accomplishment of revenue thru sales team, Banking and Billing Vendor alliance.

Customer Relationship Management

- Mapping client's requirements and providing them with best credit solutions to suit their needs.
- Managing customer service operations for rendering and achieving quality services, providing first line customer support by answering queries and resolving their issues.

Team Management

- Identifying and implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members.
- Determining training needs of associates and conducting suitable training programmers to enhance their operational efficiency leading to increased productivity.

CAREER HIGH LIGHTS

Innoviti Payments Pvt Ltd., Bangalore

Feb 2018 to Till Date

Working as Regional Head – South & East Region.

- Successfully managed business and operational activity of South & East handling entire Retail, Mid Retail, Large merchants for payment solution of ERV & NEW Accounts.
- Banking and Billing vendor Alliance to Strengthen relationship to generate more revenue.
- Coordinating with all big banks (HDFC, ICICI Merchant Services, Axis, SBI, Yes, UBI Bank, AMEX etc.) to contribute leads in generating Revenue.
- Presales Activity and Product Customization as per the requirement.
- Understanding merchant requirement (Customization, Technology support, routing Rule etc)
- Business planning location wise, Ecommerce merchant, key and Mid- Retail merchants to achieve annual targets.
- Business Planning across category MCC wise, month wise and achievement's month on month basis.
- Generate Revenue from the all channel's sales Direct & Alternate Channel
- Digital Payment – (POS, Integrated POS, Gateway, UPI, Multi Bank - EMI Solution & Integrated Solution)

Performance Rating.**Apl 2016 to March 2017 – Rated A+**

Working as a Reliance Jio Money Sales Head & Enterprise Business.

Successfully managed business and operational activity of West Bengal Circle handling entire Business solution.

- Business planning location wise, Ecommerce merchant, key and retail merchants to achieve annual targets.
- Business Planning across category MCC wise, month wise and achievement of same month on month basis.
- Jio Money leads & MDSS for business generation.
- Generate Revenue from the all channel sales.
- Digital Payment – (Payment Gateway, Open & Closed loop transaction)
- Enterprise Business – IOIP/COCP, N&L and SME Business.

Few Achievement:

- ✓ **Realigned Enterprise Business to ensure on Track, in two-month WB Circle is in Top 5 performing Circle.**
- ✓ **High Volume on Online Wallet Contribution PAN India – WBEDCL, IIT – Kharagpur.**
- ✓ **Highest No. of Signups PAN INDIA.**

Performance Rating in ICICI MERCHANT SERVICES.**Jan 2015 to Dec 2015 – Rated 2 (Expectation)****Jan 2014 to Dec 2014 - Rated 1(exceed expectation)****May 2013 to Dec 2014 - Rated 1(exceed expectation)****Jan 2012 to Dec 2012 - Rated 1(exceed expectation)****May 2011 to Dec 2011 - Rated 1(exceed expectation)****Profile:**

Successfully managed business and operational activity of East Region with a monthly turnover of 220 Crs business.

Profile:

- Business planning location wise, Ecommerce merchant, key and retail merchants to achieve annual targets.
- SME Lending – Unsecured Business loans on cards receivables.
- Business Planning across category MCC wise, month wise and achievement of same month on month basis.
- Monitoring Business Manager/ City Manager/MRM's for business.

Awards:

- ✓ **Center Stage Award – Business Head & VP First Dat.**
- ✓ **Revenue Initiative – VP Global First Data**
- ✓ **Spotlight Award – Director (Zonal Head), First Data**

Worked as a Sales Manager

Successfully managed business of entire Rajahmundry-Hub with a monthly turnover of 100 Lakhs business thru dealer and bank channel (East and West Godavari District)

- Business planning location wise, dealer wise and month wise to achievement of my annual targets.
- Opened untapped semi urban and rural markets aided with attractive Finance packages.
- Business promotion activities like loan and exchange mela's to increase product vision geographically.

Awards:

- ✓ **Best Performer Award from Business Head – Stabilizing business in 2month time.**

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| ICICI Bank Ltd (Wealth Management) | Sep 2008 to Sep 2010 |
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Performance Rating in ICICI BANK for Two Years

01-April-2009 to 31-March-2010 - Rated 1

01-April-2008 to 31-March-2009 - Rated 1

Worked as a Wealth Manager, Location: Tirupati Cluster

Job Profile

Handling High Net-Worth Individual clients and their Portfolio Management services

- Business planning Branch wise, HNI client mapping whose relationship is more than 10 lacs
- Conducting wealth meets about new products and latest updation in market with complete portfolio analysis (includes: Debt & equity, life insurance, real estate products, private equity product, deposits etc.
- One point of contact to all HNI clients.
- Joint visits with Cluster head and Regional head to HNI clients.
- Handling HNI clients of Tirupathi cluster under guidance of Cluster head.

Awards:

- ✓ **Top Performer Award Received from ICICI Bank ED – Mr. Vaidyanathan**
- ✓ **Top Performer Achiever Award Received from Zonal Business Head**
- ✓ **Best Performer Award Received from Regional Head.**

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| ICICI Bank Ltd (Two Wheeler Loans), VIJAYAWADA | Aug 2007 to Aug 2008 |
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Performance Rating in ICICI BANK for One Years

Aug-2007 to March-2008 - Rated 4 (Unrated)

Worked as a Sales Manager- Vijayawada Cluster.

Successfully managed business/operations entire Vijayawada-Hub with a monthly turnover of 180 Lakhs business.

Job Profile:

- Business planning location wise, dealer wise and month wise to achievement of my annual targets.
- Opened untapped semi urban and rural markets aided with attractive Finance packages.
- Business promotion activities like loan and exchange mela's to increase product vision geographically.
- Monitoring DSA's for outsourced business, Field and credit investigation if necessary and background check

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| AXIOM ENERGY CONVERSION PVT. LTD HYDERABAD | Feb 2006 TO JULY 2007 |
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Worked as a Sr. Sales Executive, location-New Delhi &NCR

Job Profile:

- Business Planning Distributor & Dealer wise
- Primary & Secondary Planning
- Schemes Promotion's with respect to competition analysis and market scenario.
- Distributors, dealers and manpower allocation for achievement of monthly nos.
- Appointment of Manpower & coordinating with finance on Distributor/Dealer payments, conducting reviews and ensuring daily reporting from filed to General Manager.
- Planning location wise, dealer wise and month wise to achieve targets.
- Preparation of all management information system reports as per the requirement of management.

Worked as a Area Sales Executive , Location - Coastal Area of A.P

Job Profile:

- Business planning Distributor wise, Location potential i.e Cat A, B & C location to achieve targets.
- Monitoring distributor payments and maintaining customer satisfaction.
- Distributor Billing.
- Distributor Stock movement to Secondary market.

ACADEMIC QUALIFICATION

- Pursing Executive Program in Leadership & Change Management Batch 2019 from IIM Raipur.
- Pursing Ph.D- Management - SRI SATYA SAI UNIVERSITY OF TECHNOLOGY & MEDICAL SCIENCES, SEHORE Batch 2016 – 2019 - RDC Approved – Nov 2017 from University – Strategic Management
- Post-Graduation Diploma in Business Management (PGDBM)/M.B.A with specialization in Marketing & Finance from A.I.M.S's, Visakhapatnam, Approved by A.I.C.T.E., New Delhi. In the year 2004
- Bachelor of Commerce from M.V.R Degree College Visakhapatnam Affiliated to Andhra University in the year 2002.
- Certified payment card industry Security Implementer (CPISI – 3.2 Version) from Sisa payment security Specialist batch 24th May 2016. Certificate No. 013326

PERSONAL PROFILE:

Name : V.HEMANTH
Father's Name : (Late)V.SAYANSI RAO
Date of Birth : 28-08-1982
Marital Status : Married
Languages known : Telugu, Hindi, Tamil and English
Educational Qualification : Ph.D, M.B.A.(Marketing & Finance)
Hobbies : CHESS, WATCHING MOVIES, SHOPPING.
Permanent Address : S2, IIND FLOOR,KBCRESIDENCY,
KURMANNAPALEM,VISAKHAPATNAM

(V.HEMANTH)