Satish

Satish.274155@2freemail.com

**PROFILE AT A GLANCE:**

Offering over 11 yrs of outstanding experience in the core area of Marketing & Sales.

 Innovative and enthusiastic professional exhibiting positive attitude and job focus with good leadership qualities

**AREA OF INTEREST**

Business Development, Research, Analysis and Risk Management and Marketing

**PROFILE**

* Keen towards learning new ways of performing task assigned to me.
* Prioritizing things, self confidence.
* Exceptional inter and intrapersonal skills.
* Strong analytical and communication skills coupled with both verbal and written skills.
* Experience in working under highly diverse environment with people from varied background.
* Utilizing excellent interpersonal skills and mentoring ability to motivate and instill drivefor better performance.

**PROFESSIONAL EXPERIENCE:**

* **ICICI PRUDENTIAL LIFE INSURANCE**
* **Duration: 8 Years (2007 to till date)**
* **Designation : Sr. Key Relationship Manager**

 ICICI Prudential Life Insurance Company is India’s largest insurance company. It is a joint venture between ICICI Bank – one of India’s foremost financial services companies-and prudential plc - a leading international financial services group headquartered in the united kingdom. Total capital infusion stands at Rs. 47.80 billion, with ICICI Bank holding a stake of 74% and prudential plc holding 26%.

**Job Responsibility:**

* Explaining the various insurance plans to the clients according to their needs. Suggesting and helping the clients to take the right decision from the various investment plans.
* Provide suitable Financial planning and tax planning to customer’s requirements
* Manage worksite Activities and generate business
* Maintain the good relationship with HNI Customers and existing customer for retain the successful business
* **Reliance Communications**
* **Duration:** 1 year (2006 – 2007)
* **Designation:** AssociateSales Office

**Job Responsibility:**

* Doing a sales of Internet Broadband and Landline Phones
* Making a relationship with corporate, Individuals and call centers
* To gather exposure in ensuring proper execution for the achievement of Quality service
* **BALLARPUR INDUSTRIES LIMITED**
* **Duration:** 2 years(2004-2006)
* **Designation:** Territory Sales In charge

**Job responsibility:**

* New Business Development, Collection and Retention of existing customer
* Responsible for achieving primary and secondary monthly targets.
* Implementing trade inputs and also motivating, Evaluating and Training distributors and Salesmen.
* Meeting whole sellers and later A class outlets
* Visiting other areas
* Monthly turnover is 15 crores
* Learnt more marketing in this industry

**ACADEMIC QUALIFICATION:**

* Bachelor‘s Degree in commerce **(B. Com.,)** from Osmaniya University,
* Intermediate with CEC from Vijaya Nagar Junior College
* **S.S.C**. from KakatiyaVidya Nikatan High School

.**COMPUTER PROFICIENCY:**

MS-office, Internet surfing, etc.

* Operating System : Windows
* Packages : Ms Office, Outlook Express
* Web Browsing : Emailing & Web Browsing
* Hardware and networking
* Web Tools/Technologies : HTML

**EXTRACURRICULAR ACTIVITIES**

* Taken part in annual function of college and got merit in sports championship federation
* Donating blood in blood donation camp held in our hometown

**PERSONAL PROFILE:**

**Date of Birth :** 16th July, 1982

**Nationality :** Indian

**Marital Status :** Married

**Hobbies :** Playing Cricket, Listening to Music &Watching quality advertisements

**Languages known :** Telugu, Hindi and English