**CURRICULUM VITAE**



**PRAVEEN**

**E-mail:** **praveen.383038@2freemail.com**

**Career Goal:** To contribute significantly, decisively and perennially to furtherance of organizational goals and objectivesby demonstrating continually, highest degree of professional acumen, integrity, skills and adaptability to various assigned roles as an effective and able member of the team.

**SUB:**Assignments in Sales and Marketing

**EMPLOYMENT RECITAL**

COMPANY: **Bring Ways, Hyderabad, India**(**Mar 2018 to Aug 2018)**

**Growth Path**

Sr SALES EXECUTIVE –Telangana

**Responsibilities**

* Responsible for taking care of sales & marketing for Telangana region which precisely includesCredit Cards, Home Loans, Personal Loans, Auto Loans and Business Loans.
* Reporting to Head of Sales (DGM) and having team of subordinate sales staff working towards achieving sales goals for our defined region by effective territory management.
* Promote bank retail products and services to potential customers by making proactive sales efforts and capitalizing on cross selling opportunities in order to achieve the sales targets.
* Well informed about current industry trends and talk intelligently about the hospitality industry in the assigned area/region.
* Responsible for achieving Sales Targets.
* Managing a complex, enterprise solution sale & continually learn about new products and improve selling skills.
* Moving the sale through the entire sales process, actively engaging other company resources as necessary to ensure success.
* Responsible for providingcollective sales MIS from team members to team leader on regular basis.
* To follow up for document discrepancies which have been approved as deferrals.
* Minimize errors and act upon them for correction and re-submission if any.
* To provide ongoing customer/market feedback to team leader to improve business.

COMPANY: **HDB Financial Services (HDFC Bank Pvt Ltd), Hyderabad, India.** (**July 2015–Dec 2017)**

**Growth Path**

Jr PHONE BANKING OFFICER IN SALES –Telangana

**Responsibilities**

* Ensure effective and smooth relationship with existing Customer in the region for growth in business developing business through own network & leads if any.
* Responsible for prospecting, selling & managing customer for CASA (current account and savings account) & other financial product like Credit Cards, Home Loans, Personal Loans, Auto Loans and General Insurance & Life Insurance etc.
* Generating daily leads of customers and entering in CRM by the end of the day.
* Achieve the agreed individual sales targets ensure compliance with bank’s policies and procedures.
* To build and maintain effective business relationship with customers.
* Promote bank retail products and services to potential customers by making proactive sales efforts and capitalizing on cross selling opportunities in order to achieve the sales targets.
* To ensure the submitted customers applications and documentations are complete and error.

**ACADEMIA**

* **B.Com**(Generals) from Osmania University, Hyderabad, India.
* **+12** (Secondary) from Board of Intermediate, Hyderabad, India.

**PERSONAL DOSSIER**

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| --- | --- | --- |
| Nationality | : | Indian |
| Date of Birth | : | 23/01/1990 |
| Gender | : | Male |
| Marital Status | : | Single |
| Religion | : | Hindu |
| Language | : | English, Hindi &Telugu |

**To maintain brevity other activities and projects can be discussed one-o-one.**

**I hereby declare that above furnished information is true to the best of my knowledge & belief.**