

CURRICULUM VITAE

RAGHAVENDRA PRASAD UPPU

Flat No.402,4th Floor, Prudhvi Adithya Paradies,
SBI Colony, Beside Sai Apartments,
Nandyal, Kurnool,Dist, A.P, 518501.

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OBJECTIVE

Looking forward to work with a progressive organization that gives scope to apply my knowledge and skills, and to be a part of team that dynamically work towards the growth of the organization.

SYNOPSIS

Possess experience in sales and collection for a more than 15 years in Banking and financial services.

RESPONSIBILITIES

- Business generation through sales channels of Showroom dealers, DSA and Branch Banking.
- Manage relationships with channels, and Customers.
- Develop new sourcing streams by adding sales channels
- Maximize the share of business in channels
- Maintain positive business generation and ensuring portfolio profitability
- Provide constant feedback on company's products and market intelligence
- Business development and enhancing market share through maintaining healthy customer, channel and dealer relationship.
- Identify, develop and sustain business channels, implementation of various schemes of the company.
- Explore new opportunities to enhance market penetration and reach.

ACHIEVEMENTS

- Achieved a steady growth in building good customer relationship
- Generating and retaining business from market share every month.
- Meeting the sales targets through business channels
- Good reputation in the market.
- Updating of PDD from time to time.

EXPERIENCE HISTORY

IKF FINANCE LTD

Worked as a SSO at Nandyal Branch for New & Used CV, CE, Tractor, Auto Loan, Two Wheeler Loan, I Handled the Sales & Collections from 18.01.2021 to Till Now.

HDFC BANK LTD (HDBFSL)

Worked as a Assistant Manger at Nandyal Branch for New & Used CV, CE, Auto Loan, Business Loan, Two Wheeler Loan, and cross sell of Gold Loans, CASA, I Handled the collections for 0 BKT, and 1-30 , 31-60 BKT from Agency collection channels from 25.08.2015 to 30.09.2020.

TATA CAPITAL FINANCIAL SERVICES LIMITED

Worked as a CRE for Used Tractor Laons, and Collections For 1st PDC at Nandyal, Andhra Pradesh from 24.01.2015 to 21.08.2015.

SHRIRAM TRANSPORT FINANCE CO.LTD

Worked as Sr.Product Executive for New & Used Commercial vehicles,Tractors,C.E,Cars, and all collections,cross sell of working capital loan,Gold Loan,Tyre Loans, General Insurance, in Nandyal, Andhra Pradesh from 11.12.2006 to 30.09.2014

SKILL SET

- Explore new opportunities to enhance market penetration and reach.
- Effective communicator with abilities to resolve complex situations.
- Ability to take initiative, work hard and learn quickly.
- Work under stress conditions and in groups.

SUMMARY OF QUALIFICATIONS

Academic Qualification

(MBA) Distance from S.V. University with 53.69% in 2013.
B Com from S.K. University with 41.44% in 2001.
Intermediate (C.E.C) from board of Intermediate Education, A.P with 41.6% in 1997.
S.S.C from Board of Secondary Education, A.p with 49.33% in 1994.

Technical Qualification

PGDCA (Windows XP,MS Office,MS Excel)

Hobbies and Interests

Playing Cricket, listening to music.

PERSONAL PROFILE

Father's Name	Anand Uppu (Late)
Date of Birth	27 Th Aug 1978.
Marital status	Married
Languages Known	Telugu, English & Hindi
Permanent Address	Flat No.402, Prudhvi Adithya Paradies, SBI colony, Beside Sai Apartments, Nandyal,Kurnool(Dist), A.P- 518501

Declaration

I hereby declare that the information given above is true to the best of my knowledge.

Place: Kurnool

Date:

(U.Raghavendra Prasad)