



B. HEMANTH KUMAR

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OBJECTIVE:

To work with a company, appreciates innovation so that I can enhance my knowledge and skills and give my best for the growth of company, with an opportunity for growth and career advancement as successful achievements.

EDUCATION:

Master of Business Administration– Finance and Marketing **May – 2020**

Koneru Lakshmaiah Education Foundation, Deemed to be University, Guntur.

- Achieved **8.25 CGPA**

Bachelor of Technology– Electrical and Electronics Engineering **June -2016**

Vignan Institute of Information Technology, Affiliated to JNTU-Kakinada, Visakhapatnam, Andhra Pradesh

- Achieved **65.84%**

Grade 12 – Mathematics, Physics and chemistry **April -2012**

NRI Junior college, Affiliated to Board of Intermediate Visakhapatnam, Andhra Pradesh

- Achieved **91%**

Grade 10 – Secondary School **April -2010**

Pollock's School, Affiliated to secondary school Visakhapatnam, Andhra Pradesh

- Achieved **85%**

SKILLS and Abilities:

- Programming: Basics of C, R-programming.
- Packages: MS-Office, Adobe Photoshop Cs6, Advance Excel, SAP.

SEMINAR/WORKSHOP/PRESENTATION:

- Participated in “**Product Launch**” event conducted **MANUS 2K19** by Andhra Loyala College, Vijayawada.
- Published an article on “**Impact of Advertisement, Marketing expenses on Mid cap companies**” in **Fitech National Conference** in Koneru Lakshmaiah Education Foundation.
- Participated in IEEE CONFERENCE in Vignan's Institute Of Information Technology.
- Have certificated participation in workshop on “**sixth sense Botrix using matlab**” in **ROBOHUNT 2015** at Vignan,s institute of information technology, Visakhapatnam.

WORK EXPERIENCE:

- **Sales Manager at ICICI Bank Pvt Ltd** Gachibowli, Hyd from 09 Oct 2020 - Till Present.
 - Driving sales Team of Kukkatpali Cluster under **consumer finance department** of ICICI Bank and responsible for every day executive productivity.
 - Experience in market research and finding potential stores for creating new business opportunities.
 - Recruiting and selecting proper executives and training them according to sales process.
 - Maintaining good Relationship with Dealers and building strong distribution network.
 - Tracking down Delinquency data and maintaining healthy Portfolio by Bounce Curing.
 - Cross Selling experience in Handling various products like Credit cards, Personal Loans on Credit cards and Credit card and Debit card EMI with Consumer Durable Loans.
- **Academic Finance Intern at My Homes Pvt Ltd Hyd** from 13th May 2019 – 5th August 2019.
 - Working with accounting software (SAPGUI).
 - Assisting with research, filing, data entry, and recording and maintaining accurate and complete financial records.
 - Analyzing past financial reports, such as balance sheets and income statements, invoices, and other documents.
 - Learned how to work as part of the Accounting team to compile and analyze data, track information, and support the company or clients.
 - Learned billing process and issuing credit and debit memos to customers using SAPSD.

STRENGTHS:

- Good Communication and Organization skills.
- Goal Oriented and Positive.
- Self Motivational.

PERSONAL DETAILS:

- Date of birth: 19-04-1995
- Father's Name: B. Simhadri Rao
- Father's occupation: Business man
- Mother's Name: B. Satya Vani
- Mother's Occupation: Homemaker
- Languages: English, Telugu, Hindi
- Hobbies: Photography, Listening Music, Reading Books.
- Passport Number: P7900814
- Present Address: Drno-49-17-5, Lalithanagar, Akkyapalem, Visakhapatnam 530016

DECLARATION:

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

Place:

Date:

(B. Hemanth Kumar)