

C.RAMACHANDRUDU

Email: cramachandrudu81@gmail.com

Mobile: 9959410017

Career objective:

To make a mark in the ever-challenging field of management, by working in an organization, this gives me ample opportunities to face challenges and tremendous responsibility to shoulder enhance my skills in different areas of the organization, to learn and grow with the organization as it grows.

Personality Traits:

- Hard working and ability to learn things faster
- Strong communication and interpersonal skills
- Confident and efficient in handling responsibilities in effective manner

Education Qualification:

- Bachelor of Commerce from Andhra University.
- S.S.C form Board of Secondary Education, Andhra Pradesh.

Computer Proficiency:

Microsoft Windows, MS-Office and Internet Application

Work Experience:

1. Working in **Policy Bazaar as Area Head** since Jan '23
2. Worked in **Turtlemint Insurance Broking Services** since Dec -2020 to till date
Job Designation: Associate Area Director
3. Worked in **Cholamandalam MS General Insurance** (March-2019 to Dec 2020)
Job Designation: Branch Manager SMO
Job Designation: Branch In-charge - AGENCY (Feb-2017 to MAR-2019)
4. Worked as **Assistant Manager in SHRIRAM GIC LTD.**
Job Designation: Assistant Manager (July-2015 to Jan-2017)
Job Designation: Senior Executive (Feb-2013 to Jun-2015)
5. Worked as a **Sales Officer in ICICI LOMBARD GIC LTD** from Feb-2008 to Jan-2013
Job Designation: Sales Officer.
6. Worked as a **sales Executive in Maram Enterprises** from
Job Designation: Sales Executive, Reliance Pre-Paid (June-2004 to Feb-2008)
7. Worked as a **sales Executive in ITC FOOD DIVISION.**
Job Designation: Sales Executive, ITC FOOD DIVISION (Jan-2002 to June-2004)

Job Profile :

- Team Handling with 5 Sr. Relationship Managers and drive them on daily basis to achieve the 100% targets month on month and monitored the potential partners personally for potential productivity.
- Handling DST and BDO's and drive them daily basis to achieve their monthly Targets. Doing business promotion activities with team to generate new leads.
- Concentrating on the Strategic & Fleet customers.
- Acquiring potential agents, Licensing & activating them.
- Enhancing the product Knowledge to newly recruited agents to increase the productivity level.
- Assisting in claim process.
- Responsible for organizing agency meets and reviews.
- Relationship building with the clients.
- Getting info of competitor and utilizing the knowledge to agents for the ease of sale.
- Responsible for renewal retention.

SKILLS:

- Good communication skills
- Confident, Reliable, Punctual, Team Spirit and a Creative person
- Good inter personal skills.
- Capable handling responsibilities & delivering them on time.
- Go Getter attitude, eagerness to learn
- Excellent time management and multitasking skills
- Able to with stand pressure
- View limitations as challenges to be overcome

Personal Profile:

Name : C. Ramachandrudu

Father's Name : C. Rangaswamy

Date of birth : 20-03-1981

Gender : Male

Marital Status : Married

Permanent Address : D. No. 24, Sree Lakshmi Venkateswara
Green City, Near BSNL Tower , Venkayapally,
Kurnool 518002.

Language Known : English and Telugu

Nationality : Indian - Hindu

Date : 02-08-2024
Place : KURNOOL

Signature

(Ramachandrudu. C)