

# **KOTA TEJA REDDY**

**Associate Branch Sales Manager.**

**Tejareddyty@outlook.com**

**Mobile : +91-8555 0111 03**

## ***Professional summary***

Looking forward to join an organization where I can leverage my skills and experience to complement companies' vision, while sustaining my professional development through constant learning. Team Handling Training to the team.

## ***Education***

**B.Tech in Electronics & Communication Engineering from JNTU Hyderabad** [2005 -2009]

**INTERMEDIATE in USHODAYA JUNIOR COLLEGE** [2003-2005]

**SSC in PRAGNA HIGH SCHOOL** [2002-2003]

## ***Job Experience***

### **SBI LIFE INSURANCE**

**[Oct'23- Jan'24]**






Position & Job Profile: **Associate Branch Sales Manager.** (NIZAMABAD)

- Recruitment of Relationship managers
- Drive for Agency recruitment
- Train Employees about company policies and rules
- Motivate for career growth in Insurance sector.

### **HDFC LIFE INSURANCE COMPANY LTD**

**[Feb'19-Aug'23]**

Position & Job Profile: **Sr. Area Business Manager.** (NIZAMABAD)

-  Recruitment of agency channel Advisors team.
-  Planning and Target setting for the advisors sales team.
-  Achieving the monthly target and more effectively.
-  Providing training and Monitor development of advisors sales team activating advisors on monthly basis.
-  Involving in attending sales calls outside the office.

- ✚ Providing Leadership and Management for the team members.
- ✚ Formulating sales strategies for different products.
- ✚ Training, Motivating and Development of team members.
- ✚ Clarifying the customer Grievances.
- ✚ Periodically following up with customers.
- ✚ Convincing the customers and closing the deal.

## **STATE BANK OF INDIA**

**[Jan'15 –Jan'19]**

### **Position& Job Profile: BUSINESS CORRESPONDENT (FINANCIAL INCLUSION SECTOR)**

- ✚ PMJDY accounts opening
- ✚ SHG accounts opening.
- ✚ Completing of KYC details on Branch target
- ✚ Increase monthly Accounts and Deposits
- ✚ Executed strategic planning for the business development and profitability. Monitoring
- ✚ sales executive and helping them in lead generation.
- ✚ Loan accounts recovery
- ✚ Maintaining an excellent relationship with customers.

### ***Achievements***

## **HDFC LIFE INSURANCE**

- Promoted as a Senior Area Business Manager in March'23
- Recruited 5 PTE's and 25 Life Planners
- Got appraisal in Sep'22
- Goal sheet completed with 162% of WFYP
- Persistency completed with 87% in 2022-23

## **EXIDE LIFE INSURANCE**

- Recruited Financial Consultants Advisors
- Goal setting and Financial planning to FC's

- I have recruited 5 FC's and 48 Financial Advisors in my team I was **c o m p l e t e d** my PMS in 2019-2020 and I am in Appraisal list. I created 4 Silver Club Members and 10 Wealth Planners in my team
- I am Completed the PMS norms with 165%.
- I was Received promotion as a Senior Sales Manager in Sep-2020.
- Awarded as Top 3<sup>rd</sup> Sales Manager in WFYP and Coding in 2020-2021. I was received promotion as a Group Sales Manager in Sep-2021.
- Received Shining Star Award from REVP for Top WFYP in APT Region in Q1 & Q2. I w a s Completed My H1 Target with 178%.

## **STATE BANK OF INDIA**

- Completed KYC Documentation of 475 Accountants
- Opened 125 SHG Accounts
- Loans Recovered 35 NPA Accounts Sum of 25 Lakhs

### *Skill*

- Leadership qualities
- Staff training and development Negotiating
- Have a progressive attitude Building relationships
- Punctual and Energetic Process implementation
- Basic knowledge in programming languages like C, C++, Java

### *Hobbies*

- ✚ Playing Badminton
- ✚ Cookery
- ✚ Listening music and surfing the internet.
- ☐ Engaging with new people

### *Personal Details*

- |                   |   |
|-------------------|---|
| ✚ Father's Name   | : Kota Subba Reddy                                |
| ✚ Date of Birth   | : 04-11-1988                                      |
| ✚ Religion        | : Hindu   |
| ✚ Nationality     | : Indian  |
| ✚ Languages Known | : English, Hindi and Telugu                       |
| ✚ Address         | : 4-30, Bhoolaxmi Camp, Bodhan, Nizamabad-503235. |

**Declaration:**

**I hereby declare that the above mentioned information is true and correct to the best of my knowledge**

**Place: NIZAMABAD**

**Date:**

**(KOTA TEJA REDDY)**

