

CHANDRASHEKAR KANNI

H.no-2-907/4d/93 gubbi colony
Gulbarga 585 105

Mobile: +91 – 9035935575
Email: chanduk289@gmail.com

PROFILE

- Total 6years 9month of experience, 9months in banking & 6years in Insurance.
- Possess strong understanding of Banking, Financial Market.
- Bear a strong analytical mind.
- Possess leadership quality.
- Efficient use of MS-Office.
- Comprehensive knowledge about Indian stock markets.
- Knowledge on Financial Derivatives, capital market, commodity derivatives market.
- Excellent communication & interpersonal skills blended with superior team management skills.
- Consistent performer in academics, in addition to many accolades in various competition & events.

PROFESSIONAL EXPERIENCE AND RESPONSIBILITIES

IndiaFirst Life Insurance Co.Ltd

- **Presently working as ‘Business Development Manager’ Bancassurance Channel in Bank of Baroda and Andhra Bank, from 1st Sep 2014 to till date and Present working at Bangalore Location, Worked Location at Mahabubnagar district in Telangana for Andhra Bank .**

Role

- Visiting regularly to assigned Bank Branches.
- Recruitment of specified person.
- Solving the service Issues like Liability, Surrender of Policies, Claims etc, related to life Insurance.
- Maintaining good relations with branch Manager and the staff.
- Lead Generation and motivating the LGs and generate business along with the team.
- Selling of Retail sales Product investment-cum-insurance policies like children, pension, investment, savings plans etc.

PNBMET Life India Insurance Co. Ltd

- **Worked as ‘Sr.Financial Consultant’ Bancassurance channel in karnataka bank ltd from 1st sep13 to 19th aug14 at bijapur and gulbarga location.**

Role

- Visiting regularly to assigned Bank Branches.
- Recruitment of specified person.
- Maintaining good relations with branch Manager and the staff.
- Lead Generation and motivating the LGs and generate business along with the team.
- Selling of investment-cum-insurance policies like children, pension, investment, savings plans etc.

ICICI BANK LIMITED, GULBARGA

- WORKED as business development executive from (22AUG2009-30APRIL2010)

Role

- Acquisition of Saving Bank Account, De-mat and Trading Account.
- Promoting Fixed Deposits.
- Collecting Recurring Deposits.
- Promoting and Marketing NFO's and ongoing schemes in MF.
- Conducting seminars and awareness programme for investor regarding investment and investment trends.

Area of interest:

- Banking and financial services
- Sales and Distribution
- Telecommunication
- Accounts

Key Skills:

- Willing to Learn
- Good Team Member/Leader
- Effective Communication
- Fast Learning & Commitment

EDUCATION

- Master of Finance and Control (MFC), academic year 2011-12 to 2012-2013, Vivekananda Institute of Management College, Gulbarga University Gulbarga.
- Bachelor's Degree in Business Management, Vivekananda Institute of Management College, Gulbarga University Gulbarga, 2009, 59.33%
- PUC (science), Adarsh Pre University Govt. College Gulbarga. 2006, 45.33%
- SSLC, Elite High School Gulbarga. 2004, 52.48%

TECHNICAL SKILLS

Computer Literacy: DOS, MS Office, DTP and Tally

ACADEMIC PROJECTS

Project: Report on "Risk Management regarding working in a Broking Firm & its investors at "INDIA ADVANTAGE Securities Pvt. Ltd." (MFC IV SEM).

Project: Report on 'Customer Awareness towards ICICI Direct.com' (BBM VI SEM).

PERSONAL DETAILS

Date of Birth: June 20, 1986

Languages: English, Hindi, Kannada & Telugu.