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Saikiran Polavarapu

Branch Business Manager

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Hyderabad, India 📍

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Seeking a challenging career to accomplish my goals & contribute to business surplus. Experienced in customer acquisition and relationship management delivery with a demonstrated history of working in the Banking and services industry.

WORK EXPERIENCE

Branch Business Manager ICICI Bank Ltd

06/2019 - Present

Hyderabad, India

Responsibilities

- Interacting with customers to know the Business vintage, understanding cash flows, analyzing repayment tracks & purpose of loan.
- Add value to the client and stay ahead of the competition by structuring and implementing innovative deals in working capital, term loan and project finance.
- Actively engaging with clients from document collection to loan disbursement.
- Manage trade finance, general blog operation for cash management services i.e., working capital cycle of the company

Executive-Accounts House Of Hiranandani

04/2018 - 09/2018

Bangalore, India

Achievements/Tasks

- Prepared consolidated MIS reports from the returns filled data.
- Data Entry of Basic accounting in SAP.

Article Assistant Madhava Reddy Uravakili & Co

04/2016 - 05/2017

Bangalore

CA Audit Firm

Achievements/Tasks

- Internal audit of entities and presenting reports to the management.
- Preparation of financial statements of companies.

EDUCATION

PGDM-Finance ITM Business School

06/2017 - 04/2019

Navi Mumbai 70%

B.Com Krishna University

05/2013 - 04/2016

Vijayawada 65%

XII (STATE) Sri Chaitanya Jr college

04/2011 - 03/2013

Vijayawada 95.5%

X (STATE) Little Flower School

03/2010 - 02/2011

Mudinepalli 80%

SKILLS

SAP

Tally

Customer Acquisition

Maintain, Manage, Monitoring

Product Training

Quick Learner

Problem Solving

Leadership

PERSONAL PROJECTS

Consumer Perception in 2022

- To find the perceived attributes of Transportation in India in Year 2022
- To understand the probable types of Transportation in India in Year 2022

Mutual Funds

- To evaluate and compare the performance of equity mutual fund schemes
- To evaluate and compare the performance of debt mutual fund schemes

ACHIEVEMENTS

Received Awards and Appreciation from Zonal Head for proving best CMS services

Secured 1st position in Role Play competition

LANGUAGES

English

Full Professional Proficiency

Telugu

Native or Bilingual Proficiency

Kannada

Elementary Proficiency

Hindi

Professional Working Proficiency

INTERESTS

Playing Cricket

Trekking

Listening music

Photography