

## **CURRICULUM VITAE**

### ***SAMPATHI.POTHURAJU***

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#### **Career Objective:-**

*A Dynamic and challenging career that utilizes my knowledge and expertise in the Chosen field and to be a part of the team and want to be an effective and efficient team member, aspiring to contribute my maximum effort in helping the organization to grow which can cause to help my future plans and objectives.*

#### **Work Experience:-**

- *Worked in CLOUDEDZ. PVT.LTD as AREA SALES Manager.  
From February 2017 to May 2021, Vijayawada.*

#### **Key Responsibilities or JOB Profile:-**

- *Proactively build a database of Schools / Colleges (Junior Colleges) in assigned area*
  - *Build a healthy pipeline of prospects to achieve, weekly, monthly and annual sales targets and Ensure that Sales & Revenue targets are met*
  - *Hire Learning Consultants in district level*
  - *Each ASM has to Hire 25-30 Learning Consultants in their respective territory*
  - *Build and maintain an excellent relationship not only with the prospects but also Institutions who are already customers of Rankr*
  - *Maintain and update the Daily/Weekly/Monthly/Quarterly sales dashboards on time*
  - *Take proactive measures to ensure that Targeted numbers are met as per deadlines*
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- *Worked as INSURANCE SALES MANAGER for CANARA HSBC OBC LIFEINSURANCE  
From December 2015 to June 2016, Bangalore.*

#### **Key Responsibilities or JOB Profile:-**

- *Managing the B TO B servicing to all the BRANCHES given to me and talk with the Branch Manager to provide the necessity Targets given to them,*
- *Maintain the CLIENT PORTFOLIO Analysis the Customer Profile and provide FINANCIAL Suggestion on Best Product,*

- *Maintain the Relationship with Customer to Repeat the Business from Existing Clients,*
  - *Maintaining sales Deadline and plan process to maintain target Deliverables,*
  - *Maintenance of daily MIS as per the client's meeting,*
  - *Give service to the Customer as per their Requirements **and** Achieve the Targets given to me by aggressively.*
- *Worked as **SALES DEVELOPMENT MANAGER** for **HDFC Life**  
From September 2014 to October 2015, Bangalore*

**Key Responsibilities or JOB Profile:-**

- *Managing the B TO B servicing to all the BRANCHES given to me and talk with the Branch Manager to provide the necessity Targets given to them,*
- *Maintain the CLIENT PORTFOLIO given to RM & PB and Analysis the Customer Profile and provide FINANCIAL Suggestion on Best Product,*
- *Train the Branch employees to get the knowledge on products,*
- *Give support to all the PB'S and RM'S and all the BRANCH TEAM to get the targets done,*
- *Maintain the Relationship with Customer to Repeat the Business from Existing Clients,*
- *Maintaining sales Deadline and plan process to maintain target Deliverables,*
- *Maintenance of daily MIS as per the client's meeting,*
- *Give service to the Customer as per their Requirement ,  
Achieve the Targets given to me by aggressively*

**Education:-**

- *Completed GRADUATE of B.C.A In the Year 2015 with 70% from ST.JOSEPH'S COLLEGE ARTS &SCIENCE,Bangalore, Karnataka.*
- *Completed INTERMEDIATE (12)IntheYear 2010 with 69% from SRI CHAITANYA COLLEGE, Vijayawada, Andhra Pradesh.*
- *Completed SSLC In the Year 2008with 72%from SATYA SAI VIJYANIKETAN Mangalagiri, Andhra Pradesh.*

**Technical Skills:-**

- MS OFFICE – WORD, EXCEL, POWER POINT.
- ,DATA BASE MANAGEMENT SYSTEM
- INTERNET, ADOBE PRE PRO.

**Extra-CurricularActivities:-**

- Completed C Certificate in NCC With A grade,
- Participated in the State Level Camps,
- Own the Gold Medal in Inter College Sports Competition,
- Learning Organic forming ,

**Personal Vitae:-**

Father's Name : S.Veeralankaiah  
Mother's Name : S.Padmavathi  
Date of Birth : 16September 1992  
Marital Status : Married.  
Languages Known : English, Hindi,Telugu, and Kannada & Tamil.  
Hobbies : Photography, Painting, Story reading, swimming,  
Agriculture farming.

**Declaration:-**

*I hereby declare that all the above-furnished information is true, complete & correct to the best of my knowledge and belief.*

DATE :  
PLACE: VIJAYAWADA.

Yours sincerely,  
[SAMPATHI.POTHURAJU]