

RAMU P

Nellore Andhra Pradesh, India Phone: +91

98862 62901

Email: ramu72946@gmail.com

PROFESSIONAL SUMMARY

Results-driven Banking and Financial Services professional with 6+ years of experience in sales, branch operations, gold loans, business loans, customer relationship management, insurance products, and team handling. Proven ability to achieve business targets and drive revenue growth.

CORE SKILLS

- Branch Operations Management
- Gold Loan & Business Loan Processing
- Sales & Marketing
- Team Leadership
- Customer Relationship Management
- Insurance Cross-Selling
- MS Office (Word, Excel, PowerPoint)

PROFESSIONAL EXPERIENCE

Team Leader – Sri Sai Home Appliances, Nellore, Andhra Pradesh

Roles & Responsibilities:

- Led and supervised a team of Sales Executives, assigned sales targets, monitored daily performance, and ensured achievement of monthly sales goals.
- Managed showroom operations, maintained customer relationships, handled inventory coordination, resolved customer issues, and prepared daily MIS and sales reports.

Branch Manager – Kanaka Durga Finance Pvt Ltd (Nov 2023 – May 2025)

Managed branch operations, GL/BL products, business development, and customer handling.

Assistant Branch Manager – Muthoot FinCorp Pvt Ltd (Jan 2021 – Dec 2022)

Handled Gold Loans, Business Loans, Insurance products, and team management.

Sales Officer – HDB Financial Services (Jan 2018 – Sep 2020)

Promoted Personal Loans, Business Loans, Gold Loans, and Home Loans.

EDUCATION

B.Sc. – Sri Vivekananda College (SV University), Madanapalli – 2015

12th – RRG Junior College, Madanapalli – 2011

10th – Ravichandra High School, Galiveedu – 2009

LANGUAGES

English, Telugu, Hindi

PERSONAL DETAILS

Date of Birth: 15 July 1994
Marital Status: Married
Nationality: Indian