

# VINAYA KUMAR REDDY

## Key Relationship Manager

Dedicated Sales professional with overall 2 years of experience in Finance Industry highly motivated to accomplish the roles and responsibilities. Proven skills in client management and had the ability to manage performance over business targets. To obtain the position that will enable me to use my strong organizational skills, diversified product, and market knowledge, educational background, enthusiasm in persistent learning to become a successful leader in a fast-paced growing company.

## Work History

2019-07 -  
Current

### Key Relationship Manager

*ICICI Prudential Life Insurance Ltd, Bangalore, Karnataka*

- Up selling various Financial Products.
- Generate Leads through telephone, Email.
- Creating need to Customers by doing Need Analysis.
- Keep abreast of industry and market trends and best practices.
- Understanding the Customers financial gaps by doing Financial Planning.
- Research and source potential clients and build long-term relationships with them.
- Persuade prospective clients to engage in a phone conversation and/or meeting to discuss insurance products.
- Monitored issues carefully and reached out to customers to provide immediate resolution and maintain satisfaction.
- Generated new business and referral clients in partnership with financial advisors and branch team.

## Education

2017-07 -  
2019-06

### MBA: Marketing

*Ramaiah Institute Of Management Science - Bangalore*

## Contact

### Address

Bangalore, Karnataka,  
500044

### Phone

+91-9010535553

### E-mail

vinayr161296@gmail.com

## Skills

Wealth management offerings



Service support



Relationship building and management



Customer portfolio management



Lead Generation



CRM (Hubspot, Sales Force)



2013-07 -  
2017-05

## **Bachelor of Technolgy**

*Jawaharlal Nehru TechnologicalUniversity - Kakinada*

### **Certifications**

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<b>2020-07</b>	Digital marketing
<b>2020-08</b>	Advanced Social Media Strategy Training and Certification
<b>2020-08</b>	Email marketing certification by HubSpot
<b>2020-09</b>	Inbound Marketing by HubSpot
<b>2020-09</b>	The Fundamentals of Digital Marketing by Google
<b>2019-05</b>	R programming
<b>2019-03</b>	Tableau