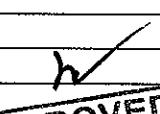


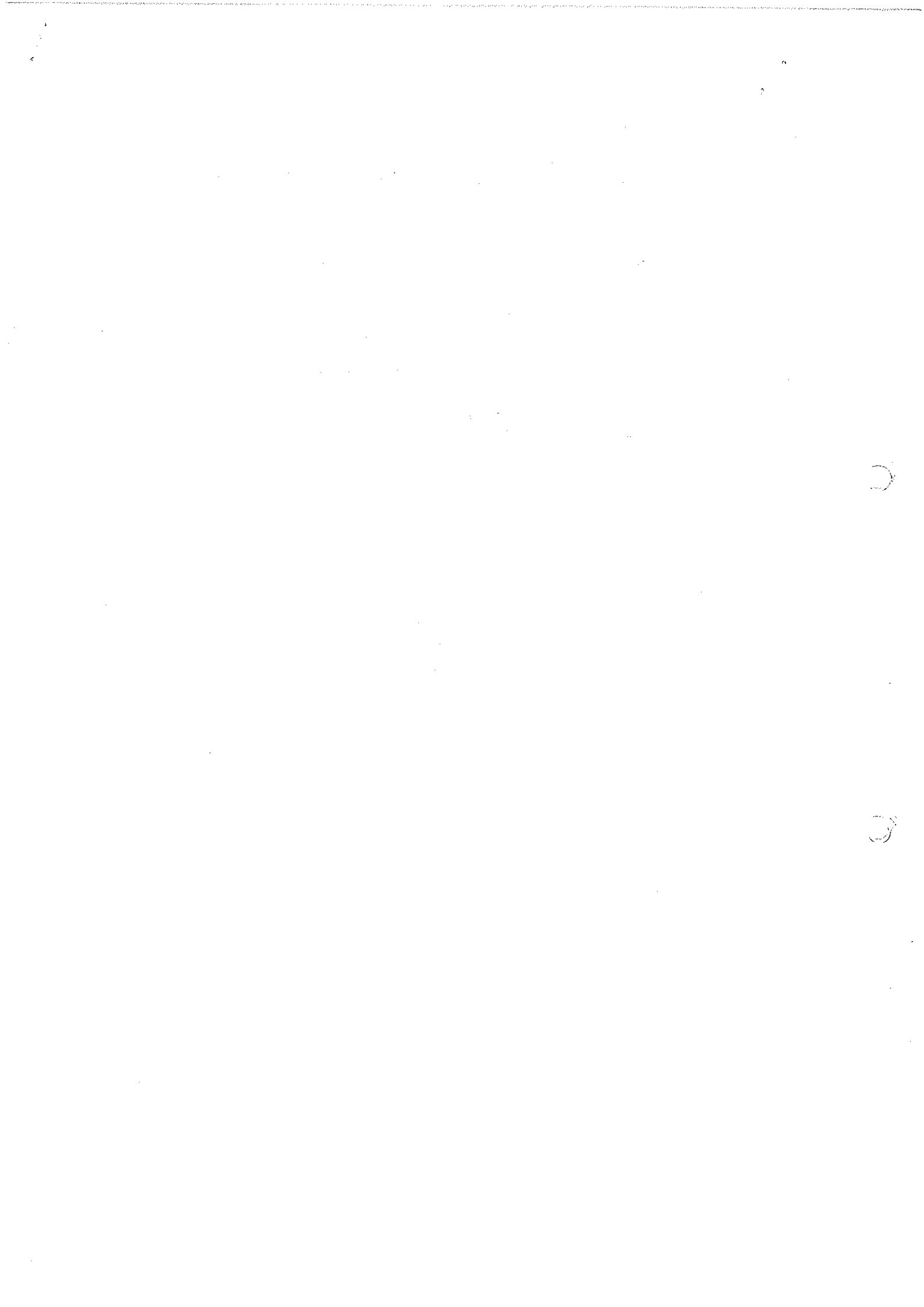
Details of Appointment : (For office use only – Do not write on this page)

Name	Mr. A. Gopi
Salary	Rs 15000/- + Rs 5000/- on Account Incentive
Conveyance	<input checked="" type="checkbox"/> Included in salary <input type="checkbox"/> Extra Rs. _____ per month
Mobile Allowance	<input type="checkbox"/> Nil <input type="checkbox"/> Rs. 250/- per month.
PF & ESI	<input checked="" type="checkbox"/> No PF & ESI <input checked="" type="checkbox"/> Only after 3 months <input type="checkbox"/> Pay ESI & PF
Probation Period	<input checked="" type="checkbox"/> 3 months <input type="checkbox"/> Nil
Salary revision	<input type="checkbox"/> After 3 months <input checked="" type="checkbox"/> Next April
Employee company	Modi & Modi Constructions
Designation	ASST. MANAGER - SALES
Site	
Date of joining	08/01/09
Report to	MR. JAGDISH KANAYIA
Documents required	<input checked="" type="checkbox"/> 2 photographs <input checked="" type="checkbox"/> Copy of school certificated <input checked="" type="checkbox"/> Copy of degree certificates <input checked="" type="checkbox"/> Copy of drivers license <input type="checkbox"/> Copy of passport <input type="checkbox"/> Father/Husband's employment details / Copy of ID card. <input type="checkbox"/> Reference letter from <u>DUTORE MONEY</u> <input type="checkbox"/> Reference letter from <u>ICICI BANK</u> <input type="checkbox"/> Reference letter from _____ <input type="checkbox"/> Other _____
Remarks	<div style="text-align: right;">  APPROVED BY 10 JAN 2009 SOHAM MODI MANAGING DIRECTOR </div>

Sign: _____

Date: 8/01/09





Ref: Dennis Jais - Com (57)

8/07/09

average

Bio-Data

Note: Attach copy of Resume / Bio-data

Application for post of	Sales Manager
Date of application	03/01/09
Application through	<input type="checkbox"/> Advertisement <input checked="" type="checkbox"/> Referred by: Harimetta

Personal Details

Name	A. Gopi		
Age	28 yrs	Date of Birth	15/11/1980
Fathers Name	A. BABU		
Address for Correspondence	H. no - 306, IV th floor Lal Baran Trimulgherry Sec - 6 bed		On hand
Phone no. for correspondence	040 - 69990700		
Permanent Address	Same as above		

Remarks: (For office use only - Do not write in this box)

<p>Commencement Skills are Ok</p> <p>He is good! Ask him to meet Jagdish & Harimetta</p> <p>Ask him to meet come back on Thursday at 2:30 pm</p>

Education

Degree			
Name of college			
Location			
Year		Medium of Instruction	

Degree	B Com		
Name of college	Sri Mani University		
Location	Hyderabad		
Year	2002	Medium of Instruction	English

Name of Inter/ Jr. College	National Institute of Secondary Education		
Location	Hyderabad		
Year	1999	Medium of Instruction	English

Name of school	St. Joseph's High School		
Location	Hyderabad		
Year	1997	Medium of Instruction	English

He is good, expecting High salary
can be posted for MNC, VSE

He is Good, we can appoint him.

11/11/09

LL

Other courses or training	
---------------------------	--

Remarks: (For office use only – Do not write in this box)

Computer Skills

MS Office:	Excellent / Good / Avg. / Learnt but never worked on it / Nil
MS Word:	Excellent / Good / Avg. / Learnt but never worked on it / Nil
MS Excel:	Excellent / Good / Avg. / Learnt but never worked on it / Nil
Auto CAD:	Excellent / Good / Avg. / Learnt but never worked on it / Nil
Other:	

Two Wheeler

Make	Pulsar	Year	2008
------	--------	------	------

Family Details	Name	Age	Occupation	Company
Father	A. B. ABU	56	Retired	praga tools
Mother	Lata A. Bharetha			
Wife / Husband				
Brother / Sister	Shalehar	26		Pragatools Depon
Brother / Sister				
Brother / Sister				
Son / Daughter				
Son / Daughter				
Son / Daughter				

Salary Details

Last Drawn Salary	2-5 lakh		
Above salary Included	ESI: <input type="checkbox"/> Yes <input type="checkbox"/> No	PF: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
	Conveyance: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Mobile Allowance: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Expected Salary	3 lac per annum		

Remarks: (For office use only – Do not write in this box)

Salary 15,000/- + 5,000/- on A/c incube.
Designation: Asst. Manager Manage Sales.
Company?
Don't Refuse?

Tom from 8/1/09

Experience & Employment Details

Years of experience in relevant field 4.5 years.

Name of Company	Future Money		
Duration of employment	From date:	06/07/07	To date: Oct 30 th 2007
Location	Hyderabad		
Designation	Relationship officer		
Last drawn salary	2.5 LACS per annum		
Brief Description of work	Responsible for sales of personal loans, the handling a Team		
Reason for leaving	Stopped personal loans		

Remarks: (For office use only - Do not write in this box)

3 branches, worked for Narayana branch. - 40-50 people
 20 people were under him. Reported to Branch manager.
 +
 ASOM

Name of Company	ICICI Bank (Personal loan Dept)		
Duration of employment	From date:	15/06/05	To date: 25/06/07
Location	Hyderabad		
Designation	Business Manager		
Last drawn salary	Rs 12,000/-		
Brief Description of work	Handling the team.		
Reason for leaving	Better Opportunity		

Remarks: (For office use only - Do not write in this box)

Name of Company	ICICI Bank (Merchant Acquiring Dept)		
Duration of employment	From date:	3/03/03	To date: 30/04/05
Location	Hyderabad		
Designation	Team leader		
Last drawn salary	Rs 8,000		
Brief Description of work	Handling the teams in day to day sales part		
Reason for leaving	Better opportunity		

Remarks: (For office use only – Do not write in this box)

Name of Company			
Duration of employment	From date:		To date:
Location			
Designation			
Last drawn salary			
Brief Description of work			
Reason for leaving			

Remarks: (For office use only – Do not write in this box)

**Ask for additional sheets if required.*

CURRICULUM-VITAE

GOPI ANUMULA
gopi.anumula@yahoo.com
Ph:9885503344

Career Objectives:

To seek innovative projects and work in challenging and competent ambience at the expenses of skills/knowledge related to the field with hard work, dedication, determination and devotion.

Experience Summary:

Total experience of 5yrs

- Currently working with **Future money** 06th July 07.
- Worked for **ICICI Bank** as Business Manager for 2 years.
- Worked for **ICICI Bank** as a Team Leader for 2 years.

Academic Qualifications:

- High School (10th) from S.S.C Board.
- Graduation (B.Com).

Technical Skills:

- M S-Office in Computers.

Professional Experience:

- ✓ Future Money (6th July'07)- Till date: Presently working as **Relationship Officer** in Future Money since 6th July 2007.

Roles and Responsibilities:

- 1). **Sales:** Responsible for sales of **Personal loans** (STPL & HTPL). Also handling consumer durables business through various **Future Group Stores**. Responsible for appointing various channels like **DST** (Direct Sales Team), **DSA** (Direct Sales Associates), **TMA** (Tele Marketing Associates) for increasing sales of personal loans and achieving target.



- 2). **Marketing and Sales Promotion:** Responsible for organizing marketing activities, advertising, for increasing the profitability, sales and creating brand awareness which in turns helps in portfolio expansion.
- 3). **Customer Service:** Responsible for customer satisfaction by ensuring proper response and quality service to the customer.
- 4). **Initiatives:** Responsible for making alliances and tie ups with various corporates to have better quality customers and also to increase the ticket size and book size.
- 5). **Peoples Management:** Responsible for hiring staff, setting **KRA'S** for employees (Goal setting).
- 6). **Monitoring:** Responsible for handling Team managers, Team leaders with team of sales executives and monitoring daily activities like **DSR** (Daily Sales Report), motivating team by encouraging to work hard by giving them proper guidance and complete knowledge about the product to achieve target month on month. Also identifying the weak areas and find speedy solutions.

✓ • **ICICI Bank (1st May'05 – 25th June '07):** Worked for ICICI Bank as Business Manager for 2 years. Responsible for sales of **Personal Loans** and achieving the target, sales promotional activities to increase the overall portfolio of the business and also to increase the brand awareness. Handling Team managers, Team leaders with the team of sales executives and motivating teams by giving training and explaining about the product, monitoring daily activities of team managers and team leaders towards sales executives for achieving the target. maintaining good coordination with CPU team members and managers in bank and also responsible for making alliances and tie ups with various corporate to have better quality customers and also to increase the book size.

✓ • **ICICI Bank (3rd March'03 - 30th April '05):** Worked for ICICI Bank as Team leader for 2 years. Was responsible for **Retail Merchant Acquiring** signups from the team and achieving the given targets, motivating the team and explaining about the product by giving good training to the sales executives, maintaining good co-ordination with the key persons in the corporate, maintaining coordination with maintenance for the proper function of EDC machines, resolving the queries and charge backs pertaining to EDC machines by escalating the complaints to the concerned departments. Handling a team along with the team into the field, responsible for marketing and promotional activities and also responsible for merchant profitability for the portfolio.

Strengths:

- Optimism.
- Hard work.
- Competent & Sincere.

Personal Details:

Name: Gopi Anumula

Date of Birth: 15th Nov 1980

Address: H. no 306 , 1st floor Lalbazar
Trimulgherry Secunderabad
Pin code-500015

Contact no: 9885503344

Nationality: Indian

Email: gopi.anumula@yahoo.com

Languages: English, Hindi, Telugu & Tamil.

Hobbies: Driving, Interacting with people, Taking up challenges, Listening to music.


GopiAnumula

