

Gumpula Obulesh
Senior Relationship manager
Varthana Finance Pvt Ltd.

Mobile: **+91-9652829672**
Email ID: ***gobulesh@gmail.com***

CAREER OBJECTIVE:

Seeking a challenging position in an organization where I can utilize my skills extremely for the organization and that offers professional growth while being resourceful, innovative and flexible.

Work Experience:

- **Relationship Officer Personal Loan dept.**
AXIS SECURITIES LTD Deputed at AXIS BANK LTD – 03-Mar-2015 to 31-Mar-2019.
- **Officer Personal Loan dept.**
QUESS CORP LTD Deputed at AXIS BANK LTD – 01-Apr-2019 to 16-Jan-2025.
- **Senior Relationship Manager School Loans (LAP)**
Varthana Finance Pvt Ltd . – 20-Jan-2025 to till date.
- Currently working in **Varthana Finance Pvt Ltd**, as a **Sr Relationship Manager.**, handling **School Loans (LAP)** Kurnool Dist.

Synopsis:

- A result oriented professional with **10 years 1 Month of work experience in Sales.**
- Proficient in managing sales, building relationship with trade High net worth customers & achieving desired goals.
- Extensive experience in handling customer's Activities **School loans** Department.

Organizational Experience:

- Worked as a **Relationship Officer** In **AXIS BANK LTD** (Personal loans, Business Loans) in the period 03-03-2015 to 31-03-2019
- Working as a **Officer** in **QUESS CORP LTD** Deputed at **AXIS BANK LTD** (Personal Loans) from 01-04-2019 to 16-01-2025.
- **Senior Relationship Manager School Loans (LAP) Varthana Finance Pvt Ltd. – 20-Jan-2025 to till date.**

Notable Accomplishments:

- Qualified for GOA Challenge contest once (2022-23).AXIS BANK LTD
- Qualified in Mega Star club Challenge contest. AXIS BAK LTD
- Qualified for GOA Challenge contest once (2023-24). AXIS BAK LTD

Role & Responsibilities:

- Supervising a sales force 03 Relationship Managers
- Managing School loans business for Kurnool Dist.
- Evaluate credit worthiness by processing loan application and documentation within specified limits.
- Successfully achieving MOM targets in order to achieve Organizational objectives
- Participating actively in sales planning to generate action plans for meeting targets.
- Responsible for producing and delivering reports to senior management that track productivity, quality and efficiency.
- Recruiting and training the Relationship Manager to build a strong sales team.
- Providing competitive rates compare to pe
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- er banks.
- Managing and creating new business opportunity with the help of RM team.
- Conducting market scooping activities at corporate companies for generating business.

Personality Traits

- Ability to make people understand and convince them
- Adaptability to work in a team as well as an individual contributors
- Ability to capture requirements and act as mentor
- Enthusiastic to meet new people, travel, possess creativity and visualization.

ACADEMIC QUALIFICATION:

Degree	Institute	University/board	Year
MBA	Dr.K.V.Subba Reddy Institute of Technology, Dupadu Kurnool	Jawaharlal Nehru Technological University, Anantapur	2013
B.Sc	Sri Venkateswara Degree Collage , Atmakur	Sri Krishnadevaraya University, (SKU)	2011
Intermediate	Govt. Jr College, Atmakur.	Board Of Intermediate Education A.P.	2007
SSC	Z.P.High School, Atmakur.	Board Of Secondary Education A.P.	2005

PERSONAL DETAILS:

Name : Gumpula Obulesh
Father's Name : G Thirupalu
Date of Birth : 18-05-1989
Gender : Male
Marital Status : Married
Nationality : Indian
Religion : Hindu
Address : D.No. 8-47 ,Kothamadugula Village
Dudyala Post , Kothapalle Mandal
Kurnool- 518422

DECLARATION:

I do hereby confirm that the information given in this resume is true to do the best of my knowledge and belief.

Place: KURNOOL

SIGNATURE

Date:

GUMPULA OBULESH