### RESUME

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| Dr.SANYASI RAO PINNINTIMobile No: 9959322469 E-mail: sunnymcom36@gmail.com | C:\Users\nati srinivasu\Desktop\Sunny_Photo_with_signature1.JPG |

# Summary

My career objective is to become a faculty member in a reputed Higher Education Institute and share my expertise with students and fellow faculty members. Having more than ten years of teaching experience both in PG and UG programs and diminutive industry experience I am capable of supporting an institution on academic and administrative aspects. Given an opportunity I am willing to serve the organization with sincerity, integrity and commitment.

**Academic Qualifications**

**Ph. D :** Faculty of Commerce and Management Studies,Andhra University

in 2019 under the guidance of Prof. K. Rama Mohana Rao.

**M.B.A** : Financewith First division from AndhraUniversity in 2012.

**M.Com.** : Accounting& Taxation with First Division from Andhra University in 2008.

**B.Com.** : Accounting from M.R. College, affiliated to Andhra Universityin 2006.

**Teaching Experience & Industry Experience**

**Teaching Experience :**11 years (From 2008 to till date)

* Associate Professor in the Department of Management Studies,Vignan's Institute of Information Technology (Autonomous),Visahkapatnam from January 2020 onwards.
* Assistant Professor in the Department of Management Studies,Vignan's Institute of Information Technology (Autonomous), Visahkapatnam from September 2016 to December 2019.
* Lecturer,Asst Professor(C) from 2009 to 2016 in University College of Engineering, JNTU Kakinada.

**Industry Experience :** 6 Months(June 2008 – Dec 2008)

* Jr. Research Associate in Capital IQ, Hyderabad.

**Technical Qualification**

* Operating Systems : Windows XP, 7, 10
* Packages : MSOffice, Tally 9

**Area of Specialization**

* Accounting, Finance,and Marketing.
* Research Topic "Customers and Employees Perception on Service Quality in Public Sector Banks" in Andhra Pradesh (A case study of SBI and BOB).

**Courses & Subjects Taught**

**Subjects taught**

MBA : Accounting for Managers (AFM)

Financial Management (FM)

Financial Accounting and Analysis (FAA)

Cost& Management Accounting (C&MA)

Business Environment (BE)

Entrepreneurship Development (ED)

Financial Risk Management (FRM)

Banking and Insurance Management (BIM)

Marketing Management (MM)

Logistics & Supply Chain Management(LSCM)

MCA: Accounting and Financial Management (AFM)

Organizational Structure and Human Resource Management

B.Tech : Managerial Economics and FinancialAnalysis (MEFA)

Management Science (MS)

Industrial Engineering and management (IEM)

IPR & Patents

**Administrative Positions**

* Worked for JNTUK affiliation works.
* Worked as department IQAC coordinator during the year 2017 in VIIT Duvvada.
* Appointed as department placement coordinator for all MBA placements at VIIT during the year 2018 to till date.
* Worked as one of the coordinator for the preparation for getting **NBA status** for VIIT during the year 2019.
* Worked as **In-charge warden** for first year students at VIIT during the year 2017-2018.
* Appointed as one of the coordinator for seeking **Autonomous status** for VIIT during the year 2017.

**Academic administration**

* Appointed as Institute level **PMKVY Coordinator** during the year since 2018 to till date, VIIT Duvvada.
* Appointed as Institute level **Purchase Coordinator** during the year 2017-2018, VIIT Duvvada.
* Appointed as Faculty Coordinator for **Cashless Transaction Awareness** camp at Araku during the January- 2017, VIIT Duvvada.
* Worked as BOS member & coordinator for designing the curriculum for PG(MBA) courses at VIIT,Duvvada.
* Worked as member in BOS for designing MBA courses at JNTUK, Kakinada.

**Membership inProfessional bodies**

* Life member in Indian Commerce Association (ICA), Member ID: AP411.
* Professional member in Institute for Engineering Research and Publication(IFERP) member ID:PM72541903.
* Life member in Kriya Flying- together,It is a non-government, non-profit organization working in the field of school education in Andhra Pradesh, INDIA.

**Academic Projects**

* A thesis on “**Customers and Employees Perception on Service Quality in Public Sector Banks”** in Andhra Pradesh (A case study of SBI and BOB), submitted for the award of the degree of Doctor of Philosophy in Management Studies.
* Presented a project work on **Economic Value Added**in AurobindoPharma& Co. Ltd., Hyd (for the fulfillment of MBA Degree).
* Presented a Project work on **“*Performance Appraisal*”** in Tirumala Milk Productions Pvt.Ltd., NELLORE (for the fulfillment of M. Com Degree).

**Swayam&Coursera Certifications**

1. **Finance for everyone:Decisions**an online non-credit course authorized by University of McMaster, offered through Coursera, 13thjuly, 2020
2. **Fundamentals of Management**an online non-credit course authorized by University of California, Irvineand offered through Coursera, 13thjuly, 2020.
3. **Marketing in a Digital World** an online non-credit course authorized by University of Illinois at Urbana-Champaignand offered through Coursera, May 2020.
4. **Financial Accounting: Foundations** an online non-credit course authorized by University of Illinois at Urbana-Champaignand offered through Coursera.
5. **Financial Markets**an online non-credit course authorized by Yale University and offered through Coursera.
6. **Leadership** a Four-week NPTEL FDP course on during July to August 2019.

**Journal Publications**

1. Exploitation of Time Value of OTM Options through Fully Covered Short Strangle. International Journal of Psychosocial Rehabilitation Pages: 13626-13639, DOI: 10.37200/IJPR/V24I6/PR261321,(April-June-2020).ISSN:1475-7192, **Indexed: Scopus.** Co-authors: M. Srinu, CH. HariGovinda Rao &K.V.S.Praveena.
2. House Ownership is An Indians Dream; A Comparative Study on Impact of Demographic Factors on Home Ownership,International Journal of Psychosocial Rehabilitation Pages: 5296-5316, DOI: 10.37200/IJPR/V24I2/PR2020984,(Fubruary-2020).ISSN:1475-7192, Volume 24-Issue 2,**Indexed: Scopus.** Co-authors: CH. HariGovinda Rao &M. Srinu,
3. A Pragmatic Study of Employee Perception on Service Quality Management Practices in the Banking Sector. *International Journal of Applied Behavioral Economics,* 8(2), 38-56. DOI: 10.4018/IJABE.2020040103. (April-June-2020). ISSN:  2160-9802, EISSN: 2160-9810. ***Indexed: Web of Science (ESCI), UGC-Care***. Co-authors: K Rama Mohana Rao &Chandra SekharPatro
4. The Influence of Demographic Factors on Problems Encountered By Home Loan Borrowers in India. *Restaurant Business*, *118*(12), 580-597. (December, 2019). ISSN: 0097-8043, ***Indexed: UGC Sr.No.10549, Scopus.*** Co-authors: CH. HariGovinda Rao & M. Srinu
5. Paper Published in International journal title on **“A study on Consumers Perception on Service Quality of Public Sector Banks”** in the Journal of IJIRT on September - 2018, Volume 5, Issue 4 (ISSN: 2349-6002).Co-author: K Rama Mohana Rao
6. Paper Published in International journal title on **“A study on Employees Perception on Service Quality of Public Sector Banks”** in the Journal of IJIRT on September - 2018, Volume 5, Issue 4 (ISSN: 2349-6002).Co-author: K Rama Mohana Rao
7. Paper Published in International title on **“A Study on Service Quality and CRM Practices in Selected Commercial Banks in Srikakulam District”** in the Journal **IJSTM (ISSN 2394-1537), Volume 05., S.I(01), February,2016.**Co-author: K Rama Mohana Rao

**Conferences Attended**

1. Presented paper entitled**“A study of the employee perception towards service quality delivery in public sector banks”** in International conference on Operations Research and Decision Sciences (ICORDS) held at **Indian Institute of Management (IIM),** Visakhapatnam, December 28-30, 2019.
2. Presented paper entitled **“The Economic Confusion from side to side Global Governance”**in 72ndAll India Commerce Conference & International Seminar, organized by KIIT Deemed to be University, Bhubaneswar from 22nd to 24th December, 2019.
3. Presented paper entitled **“Influence of Socio-Economic factors on degree of satisfaction in housing financial institutions in India”** in International conference on Research & Developments in Engineering & Technology, Management and Science (ICRDETMS) held at Chennai Gateway: Koyambedu, Chennai, Tamilnadu India on 22nd December-2019.
4. Presented paper entitled **“Trends in Science and Technology Management”** held in Sri Venkateswara College of Engineering, Srikakulam District, AP on 22nd February,2016.

**Nationals Seminars & Workshops Participated**

1. A **Three-Day** workshop on **“Entrepreneurship Awareness Camp(EAC)”** held on 1st to 3rd February 2018, Visakhapatnam, organized by ED-Cell, Vignan’s Institute of Information Technology(A),Duvvada.
2. A **Three-Day Workshop on “Outcome Based Education and Accreditation”** held on 8th to 10th June, 2016 at JNTUK, Kakinada.
3. A **One-Day National level Workshop on “Startups and Entrepreneurship Orientation”**held on 10th March, 2016 at UCEK, JNTUK, Kakinada.
4. A **One-Day National Seminar on “Leadership and Communication Skills**” held on 5th December 2015 at JNTUK, Kakinada.
5. A **One-Day National Workshop on “Teaching Communication skills”** held on 1st March,2014 at JNTUK, Kakinada.
6. A **One-Day National Workshop on “New Frontiers of Marketing”** held on 30th July,2013 at JNTUK, Kakinada.
7. A **Two-Day Workshop on “Redesigning of Engineering Curriculum in the Content of Outcome Based Learning”** held on 24th and 25th February,2013 at JNTUK, Kakinada.
8. A **One-Day Workshop on *“Effective Teaching Methodologies”*** held on 22nd April, 2011 at JNTUK, Kakinada.
9. A **Two-Day International Workshop on *“Energy Environment Education”*** held on 8th and 9th February 2010 at JNTUK, KAKINADA.
10. A **Two-Day Workshop on *“Dynamics of the Learner: Teaching Perspectives”*** held on 12th -13th December 2009 at JNTUK, KAKINADA.
11. A **One-Day National Workshop on *“Environmental Challenges”*** held on Wednesday 21st October, 2009 at JNTUK, Kakinada.
12. A **One-Day Workshop on *“Engineering Teaching Methodologies”*** held on 27 June 2009 at JNTUK, KAKINADA.
13. A **One-Day Workshop on *“Effective Teaching”* through advanced technologies and environmental awareness** held on 17 March 2009 at JNTUK, KAKINADA.
14. A **Four-Day Workshop on *“Learner Friendly Modules*** *to develop Communication Skills”* held from 12th to 15th March 2009 at JNTUK, KAKINADA.

**Internationals Seminars & Workshops Participated**

1. *Participated in a* **Two-Day International Seminar on “Negotiating socio-Cultural spaces: Rethinking Dynamics of Gender”**held during 8th& 9th November 2018, Organized by department of English, Andhra University, Visakhapatnam*.*
2. Participated in a ***Three-day* International Workshop on *‘Proven Strategies for Effective Teaching’***conducted by Faculty Leadership Institute 2012 in collaboration with Indo-US Collaboration for Engineering Education from 5th to 7th January 2012 at JNTUK, Kakinada.
3. Participated in a **Four-Day Workshop on *“Indo-US Collaboration for Engineering Education”*** to Learn Effective Teaching Methods in Engineering, held on July 12th -16th 2010 at JNTUK, Kakinada.

**Faculty Development Programmes Participated**

1. A Five-Day On-Line Faculty Development Programme on The **Impact of Covid-19 on Industry 4.0,** by JNTUV, held from 8th to 12th Auguest-2020.
2. A Three-day Faculty Development Programme on **“Qualitative Research: Perspectives and Practices”** by Jaipuria School of Business, Ghaziabad, during May 15-17,2020.
3. A Twelve-Day Faculty Development Programme on**“Entrepreneurship Development”**By Vignan’sInstituteof Information Technology(Autonomous)Duvvada in association with National Institute for Micro, Small and Medium Enterprise(ni-msme)Yousufguda,Hyderabad held from 10th to 22nd Februray-2020.
4. A Four-week NPTEL Faculty Development Programme course on**“Leadership”** during the July to August 2019.
5. A Five- Day Workshop on **“Decision Making Models in Operations and Supply Chain Management”**Sponsored short-term course conducted by department of Management Studies, **IIT-Delhi** held from 15th to 19th February 2016.
6. A Twelve-Day Workshop on***“*National Level Staff Development Programme*”*** to learn important soft skills and modern teaching methods, held on 5th to 16th April 2010 at Sasi Institute of Technology and Engineering, Tadepalligudam, W.G. (A.P.)

**Online Webinars Participated**

1. **E-Content Creation and Streaming Using OBS Studio and Streamyard**, organised by Flipschooling.com on 19th july-2020.
2. **Effective Teaching Strategies for Higher Education Post COVID-19,**by Lingraj College Belagavi, held on 18th July-2020.
3. **Towards Excellence in Higher Education in India In 21st Century**, organised by Dr,B.R.Ambedkar National Institute of Technology,Jalandhar, held on 15th July-2020.
4. **AI Getting Used in Covid-19**, By Institute For Engineering Research and Publication(IFERP) on 14th June-2020.
5. **Global Webinar on Engineering, Science and Technology-GWEST 2020,**By Baba Institute of Technology and Science in association with Institute for Engineering Research and Publication (IFERP) on 13th and 14th June-2020.
6. **Virtual Interactive Class Room For Teacher and Challenging Technology in Post Covid-19 Era,**By Institute For Engineering Research and Publication (IFERP) on 5th June-2020.
7. **Research Article Writing and Publishing in Good Impact Journal,**By Institute for Engineering Research and Publication (IFERP) on 13th June-2020.
8. ***Research Methodology***, by Chaitanya Engineering College, during 5-6 June 2020.
9. **Knowledge Sharing on A to Z of journals Publications( survey to citations),** By Institute for Engineering Research and Publication (IFERP) on 30th May-2020.
10. ***Spanco-Sales Framework*** by Department of Master of Business Administration, St. Martins Engineering College on 20-05-2020.
11. ***Research Publications, Process, Credentials, and Outcomes*** by Baba Institute of Technology and Science on 09-05-2020.

**Co-Curricular & Extra Curricular ActivitiesOrganised**

1. Co-ordinator for many social events in Gandhi Bhavan on 2nd October and January 30th in every year till to date.In Kakinada, East Godavari District,AP.
2. Co-ordinatorfor eightblood donationcamps and donated blood for more than 16 times.
3. Conducted different social camps as a co-ordinatorto enhance the knowledge of the school students in Parivarthan and AnandaBalalaNilamopp RMC, in Kakinada, East Godavari District,AP.
4. Organized District level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during 1st and 2nd March 2014 at JNTUK, Kakinada, East Godavari District,AP.
5. Organized State level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during21st and 22ndJanuary 2015 at JNTUK, Kakinada,East Godavari District,AP.
6. Organized State level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during 9th and 10th January 2016 at JNTUK, Kakinada,East Godavari District,AP.
7. Organized State level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during 5th and 6th January 2017 at JNTUK, Kakinada,East Godavari District,AP.
8. Organized State level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during 18 and 19th January 2018 at JNTUK, Kakinada.East Godavari District,AP.
9. Organized State level Two-Day Social Event “KRIYA-CHILDEREN’S FESTIVAL” during 16 and 17th February 2019 at JNTUK, Kakinada,East Godavari District,AP.
10. Participated in National Service Scheme (N.S.S) as a Unit II Leader in constructing 5km road for 15 days camp in PentaSreeramapuram(vi), Gantyada (Md), VizianagaramDist on 1st to 15th January 2006.
11. Participated ten social oriented activities along with students in AnandaNillam and Parivartan Kakinada, East Godavari District,AP.

**Reference**

Prof.K.Rama Mohan Rao

Vice-Chairman, APSCHE, Government of A.P.

Sr. Professor, Department Commerce & Management Studies, Andhra University,Visakhapatnam.

E-Mail: [krmrao22@gmail.com](mailto:krmrao22@gmail.com)

**Personal Details**

**Name** : Dr. Sanyasi Rao. Pinninti

**Father Name** :Pydappadu (Late)

**Date of Birth** : 03-05-1984

**Marital Status** : Married

**Religion** : Hindu

**Social category : B.C.- D**

**Languages Known** : English, Hindi and Telugu

**Permanent Address** : Door No: 4-56,BantupallivarikallaluVillage,

Vemulavalasa(post), Anandapuram(MD),

Visakhapatnam(Dist) Pin-530052.

**Station:**

**Date :**

**(*P.SanyasiRao* )**