**Tell me about yourself?**

First of all thank you for giving me an opportunity to be interviwed for the offered role .

My name is Anshika. I am born and raised in Indore. I completed my masters in 2021 in field of Data analytics and Finance and for the last 1.8 years I am currently working in HDFC life in Data analytics role where I independently worked on many analysis using tools like Python, SQL, MS office in my daily work.

Along with this role, I have also been a project manager where I have led and delievered one critical underwriting project in Nov 2022 which helped in cancelling risk cases worth of 200 crores in 4 months

In my free time I do like painting (coasters, mandalas) playing chess/badminton and volunteering (I involved in food drive currently but wanted to get actively involved in education drive too)

**Strengths**

1. Adaptable - Data anlaytics to project management (relations/communications/persuade people in a way so task get done)

{ It’s not the strongest or the most intelligent that survives, it’s the one that is adaptable to change} So I think this same principle applies to me where I folllow “Learn, Unlearn and Relearn”

1. Perseverant – time coaching cat exam

**Weakness**

1. I take too much of responsibilities on me for eg. which has dependency on others but I can also do then I don’t ask and do by myself with a thought why to depend on others if you re capable to do that but this actually take my bandwidth and I am not left with time to do other good tasks. I have started working on it (Report on failure cases analysis)
2. Time Management –

Problem - when I have multiple tasks/projects in my hand sometimes I continue to do one task forgetting that others too be done in parallel which I believe I do because it gives me confidences and accomplishment that atleast you have completed one thing today instead of nothing and all in parallel but then some gets delayed and hence this approach shouldnot be carried futher….(prioritizing+dependency on others/self+daily tracker that I am stick too)

**Presssure in work life :**

Many times. Prior to 6 months

**ACHIEVEMENT** – Problem | Resolution | Improvement

1. Appreciated by partners on completion of project before deadline: MM Project in TAT of 10 working days+Bluesky+MBR Monthly business review with CEO+Implementation phase
2. Eased the way of Root Cause Analysis: In one of my projects which was handed over>and whenever user reports an issue we have to track the time, date in back-end logs and that too not 100% sure it is accurate + I have to communicate to devlopers they share files and trace each and every line..also to track at policy number we need to have approval from info sec team>

to cut short that we have created on table ot record all failure tables

>>type of errors, quickly do RC

**Why this compnay and role?**

*Cureently II am looking for my professional growth. At current role with good vintage in the company have handled projects in quant and quality and hence got quite comfortable here and hence restricting my growth..I want more challenging tasks, new work new experience and can add value*

And the current role offered align with my objectives and experience and qualification

**Money?**

Current 10L, after promotion+hike (15+15)% and bonus(2L)

**Why should we hire you?**

I should be hired given my qualification in analytics + finance and experience for 2 years in the same domain that the company is looking for.

Also with the past interview round I realized that the tools/skills like Python, SQL queries, Data visualization etc I will be using in your organization I have good amount of knowledge and experiene in the same.

+Adaptable/Quick learner which can prove to be an asset for any organization

All in all I believe this would prove benficial for my career as well as for your organization.

**What keeps you motivated to go to work?**

I like to solve the problems, in my current role as and wen one project finished another project/problem is there in pipeline and the process of initiating discussion, analysis and delevering is I like the most there’s satisafcation once you make your channel happy.

**Handle a mistake?**

Communicate/meeting

**What is the relationship between leadership and management?**

Organisational goals vs departmental goals. Leaders set organiational goals and communicate the same to their subbordinates who in turn direct and manage their teams in a way that their departmetnal goals aligns with organizational goals .

Managers are responsible for assigning assignments, maintaining work reports, and ensuring team efficiency. Leaders are concerned with aligning goals and persuading a team to achieve larger business goals.

**Python is used for** –

1. Fetch> Clean
2. EDA using graphs (scatterplot, box plot, horizontal/vertical graphs, Line chart) – Univariate and Bi-variate analysis like on
3. Univariate – Age/occupation/gender/income etc
4. Age/occupation/gender/income \* Product categories for eg. savings plan for this age group/ annuity plan for this income level
5. Cross tab/pivot there
6. Then we prepare the data as per requirement by applying different filters/cuts and export it

**SQL is used for –**

1. RCA – Inner joins
2. Some files in ecel then import in EDW and join with tables on EDW and then export in excel
3. Adding/deleting records to update our master tables

Tableau –

In college for all visualizations

**My Projects:**

1. **MicroMarket analysis for agency channel-**

*In our team I am the SPOC for agency channel so whichever project/analysis comes it gets routed to me*

1. Channel was already running focused programs on selected pincodes to expand sales but in next financial year wanted to add new micromarkets/pincodes
2. To arrive those pincode, we extracted last 2 years data on HDFC sales and compared the agency position against other sales channel basis contribution in market share and premium
3. Then we presented insights on which pincodes can be targeted

For ex- where HLI Sales > 50Lacs and Agency market share <30%

Then removing those pincodes where self occupation % is high,

**IRM-IIB** – a project which primarily aimed to mitigate risks and frauds in policy issuance.

Thisis done by creating a real time ping to IIB Database (Insurance information bureau of India) when policy gets logged in wth HDFC Life and provide all risk related output to underwriter

I am a lead project manager for this project since more than 1 year and currently handling maintenece of it

Python used for?

1. After all data is and cleaning the data> EDA
2. In EDA we see the basis statistical measures – Mean/Mode Median as per the variable data type and then we see various graphs/plots to know how the data looks like

**Questions to ask**

1. What kind of projects that I would be part of? And departments/teams I will be interacting with
2. What does a typical day look like