Santosh A Teli

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Experience

Future Generali India Insurance: Nov 2019 to April 2020

Assistant Branch Manager

- Handling the lead generations of new distributions, and existing distribution. On the basis of market and company benefits making them to work with us.
- Closing the lead with eligibility criteria and making them active with business. Maintaining a good relationship with distributors by providing good service in terms of growth of the business.

Project 1:

- **Title:** Eligibility of existing customer for preapproved insurance.
- **Team Strength:** 4
- **Tools Used:** Excel, Python
- **Techniques Used:** EDA, Logistic Regression analysis.

Description: Responsible for increasing policy intakes among existing customers with less defaulters using analytics

- ➢ EDA performed on given data such as:

  - Missing data analysis
  - Outlier analysis
  - Univariate analysis
  - Correlation test

- ➢ Predict Eligibility of existing customer for preapproved insurance in Bangalore, based on following list of independent variables using Classification analysis: Gender, Age, Income, Regular payee, Marital Status, Health status.
- ➢ List of preapproved customers sent to business on monthly basis (most customers accepted the offered insurance which led to increase in business for the company).

OYO Life (Oravel Stays Private Limited): Mar 2019 to Nov 2019

Area Supply Manager

- Handling Leads Generations, leads filtration, Consultation with property owner on business model, Acquisition of the properties (Partnership with OYO Life) on the basis of Reports generated and market price.
- Closing the lead, legal discussions and documentations. Maintaining a good relationship with Owner by providing good service in terms of expanding the business by acquiring more properties
- ➢ EDA performed on given data such as:

Project 1:

- **Title:** OYO Rooms rent prediction in Bangalore.
- **Team Strength:** 4
- **Tools Used:** Excel, Python
- **Techniques Used:** EDA, Linear Regression analysis.

Description: Using data science techniques to keep up with competitors and still maintain OYO rooms profitable.

- ➢ EDA performed on given data such as:
  - Missing data analysis
  - Outlier analysis
  - Univariate analysis
  - Correlation test
- ➢ Predict rent of OYO rooms in Bangalore based on following list of independent variables using regression analysis: No of Tech parks nearby, No of Corporate companies nearby, No of Colleges nearby, Rooms type: Studio/1 BHK/2 BHK/3 BHK/4 BHK, If Studio: Single/Double/Triple/Quadra, Rental preference: Boys/Girls/Both,
- ➢ Monthly report of pricing sent to business for approval
- ➢ Business appreciated the significant profit achieved due the pricing model resulting in more customers preferring OYO rooms than other hotels.

RMS (Payroll of Astrum Eligo Global)**:** in B2C & B2B Jan 2017 to Mar 2019

  Key Account Manager

- **Sales:** Taking care of sales with focus on achieving predefined sales target Forecasting and planning monthly sales target to execute them in a given time frame.
- **Marketing:** Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning
- **Business Development:** Executing the long-term business directions of the region to ensure maximum Profitability.
- **Operations:** Managing activities pertaining to negotiating / finalization of deals.
- **Relationship Management:** Managing customer centric operations and ensuring customer satisfaction by achieving delivery time lines and service quality norms

Worked on the feedback model to adopt changes and implement new idea in the system to achieve Maximum profit and clients' satisfaction. Holds the credit of fastest and self-learner in the progress on the team as well as in the company.

Academics Details:

- **2016**: B.E Mechanical Engineering: (59.5%) @ AITM Belagavi, Karnataka.
- **2012**: Higher Secondary Examination: (54%) @ SMPU Dharwad, Karnataka.
- **2010**: Secondary Examination: (70.8%) @ KLE's School Athani, Karnataka.

Technical Skills:
- Python
- Machine Learning
- Excel.

Soft Skills:
- Strong Communication
- Adoptable to changes required
- Problem solving

Curricular Activities:
- Performed as House Captain, Sports Captain and School Captain in school days handling events, sports and worked as means of communication between students and the institutes.
- Organizing the graduation and fest in colleges.

Personal Details:
- Santosh A Teli born on 15th June 1994.
- At/post: Mole, T: Athani, D: Belagavi, Karnataka-591303.