

Santosh A Teli

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main, 2nd Cross, Vijayanagar

Bangalore – 560040

Objective

To work with complete determination and to achieve organizational and personal goals as well. Working in an environment, where I can implement my knowledge, skills and ideas

Experience



Future Generali India Insurance: Nov 2019 to April 2020



Assistant Branch Manager

- Responsible for handling the lead generations of new distributions, and existing distribution.
- On the basis of market, attracting the competitors with company benefits and 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

- Responsible for 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 of the consulted properties and market price, discussion and negotiation on property lease amount with the Owner.
- Closing the lead with win-win situation and Handling legal discussions, Documentation, Signing and making the property go Live.
- Maintaining a good relationship with Owner by providing good service in terms of expanding the business by acquiring more properties.

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**
- **Cluster 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.

Academic Details

2016 B.E Mechanical Engineering: (Percentage: 59.5%)

Angadi Institute of Technology and Management Belagavi, Karnataka

2012 Higher Secondary Examination: (Percentage:

54%) JSS SMPU College of Science, Dharwad,
Karnataka

2010 Secondary Examination: (Percentage: 70.8%)

KLE's English Medium School, Athani,
Karnataka.

Curricular Activities

- ✓ Performed as Sports Captain and School Captain in School days handling the events, sports and worked as means of communication between students and the institute
- ✓ Organizing the functions like annual/graduation day as well as college fest.

Soft Skills

- ✓ Strong communication skills as a team player and as an individual as well.
- ✓ Strong analytical skill with Strong interpersonal skills.
- ✓ Willingness to learn and adoptable to changes required.

Technical Skills

- ✓ Python
- ✓ Machine Learning
- ✓ Excel

Personal Details:

Name: Santosh A Teli.

Date of Birth: 15th June 1994

Permanent address: Santosh A Teli,

At/post: Mole,

Tq: Athani,

Dist: Belagavi

Pin code: 591303

