

# Dileep Reddy Jajappagari

MS- DATA ANALYTICS

## Summary

Data-driven finance professional with a strong track record of over 6 years of experience seeking assistantship opportunities to pursue a Masters's degree. Proficient in data analysis, credit history assessment, and generating valuable insights using Excel and SQL techniques. Eager to leverage my analytical skills and leadership experience to contribute to the success of ODU's graduate program and support faculty and students in research and data-driven initiatives.

## Employment History

### **Branch Manager, HDFC Limited, India**

NOV 2017 – NOV 2022

#### **Roles and Responsibilities:**

- **Team Management:** Successfully managed a team of 50+ employees, overseeing their on-job responsibilities and ensuring efficient performance.
- **Data Analysis & Business Intelligence:**
  - Conducted in-depth analysis of customers' creditworthiness based on past credit data.
  - Performed data analysis on branch statistics and performance reports to identify areas for improvement and provided actionable recommendations.
  - Gathered business needs and requirements, evaluating risk factors for informed decision-making.
- **Forecast and Planning:**
  - Proposed and implemented effective strategies to achieve annual budget targets of INR 200 Crores.
- **Business Sourcing Strategies:**
  - Devised and executed innovative strategies to enhance business sourcing activities, driving revenue growth.
- **Claims and Issues Management:** Successfully resolved claims and issues within or below designated timelines, ensuring customer satisfaction and efficient operations.
- **Conducting Training Sessions:** Effectively conducted training sessions for team members, equipping them with the necessary skills and knowledge to enhance their performance and professional development.

### **Relationship Manager, Home First Finance Company, Hyderabad**

DECEMBER 2019 — MARCH 2021

#### **Roles and Responsibilities:**

- Conducted extensive market research and strategically sourced customers in South and North India, effectively driving business expansion.

## **Details**

Virginia Beach, United States  
7572014828  
[dileep.0784@gmail.com](mailto:dileep.0784@gmail.com)

## **Networking Profile**

[LinkedIn](#)

## **Areas of Strength**

SQL

Microsoft Office

Account Management

Customer Service and Support

Leadership

- Analyzed market trends and devised market penetration strategies, resulting in increased market share.
- Assessed customers' credit reports to evaluate their creditworthiness, enabling informed decision-making.
- Generated comprehensive MIS reports to provide valuable insights into business performance and emerging trends.
- Conducted impactful training sessions for team members and sourcing agents, elevating their skills and productivity levels.

## **Education**

### **PGDM – Marketing, Pune**

JUNE 2014 — APRIL 2016

### **B.Tech - Civil Engineering, GPREC, Kurnool**

OCTOBER 2010 — MAY 2014