

DILEEP KUMAR RONGALI



ACADEMIC QUALIFICATIONS

Year	Degree /Board	University /Institution	%/CGPA
2025*	Post Graduate Diploma in Business Analytics	IIM Calcutta, IIT Kharagpur, ISI Kolkata	-
2019	B. Tech Metallurgical and Materials Engineering	National Institute of Technology Tiruchirappalli	7.87/10
2015	CLASS XII	Narayana Junior College, Vizianagaram	97.6 %
2013	CLASS X	New Central School, Vizianagaram	9.7/10

KEY SKILLS/TOOLS Client Handling, Data Manipulation, Predictive Modeling, ML, Python, SQL, Excel, R Programming, SAP-MM

WORK EXPERIENCE (42 Months)

Deloitte Consulting		Analyst	Hyderabad (Jun '21 - Jul '23)
Roles and Responsibilities	<ul style="list-style-type: none"> Led Business requirement gathering sessions with 15+ key stakeholders; Configured & designed SAP MM custom solutions tailored to unique business needs, significantly increasing overall process efficiency by 10% Used SQL for Data Extraction & Analysis, improving decision-making & reducing inconsistencies by 15% Led 1 FUT, 3 SIT & 1 UAT testing cycles, resolving 500+ defects to ensure system functionality before go-live Integrated SAP MM with Ariba & Plant Maintenance, streamlining procurement, cutting cycle time by 20% Managed SAP S/4 HANA implementation, meeting deadlines & achieving a 95% user satisfaction at go-live 		
ACHIEVEMENTS	<ul style="list-style-type: none"> Applauded by the client as "An Analyst functioning 2 levels above his paygrade"; 5/5 rating for 2 straight yrs Won Outstanding & Applause Awards for timely project releases; plus spot award for aiding 25+ new hires 		
Fleetx Technologies		Senior Coordinator – Customer Success	Gurgaon (Mar '21 - Jun '21)
KEY ACHIEVEMENTS	<ul style="list-style-type: none"> Delivered product demos to 200+ clients having fleet size of 100+, achieving a 90% client satisfaction rate Strategically upsold and cross-sold products, elevating South Indian client's revenue contribution by 15% 		
Reliance Industries Limited		Graduate Engineer Trainee	Surat (Jul '19 - Sep '20)
Roles and Responsibilities	<ul style="list-style-type: none"> Analyzed machine health for predictive maintenance using CM technique; minimized downtime by ~5% Handled 10+ tank and 50+ pipeline inspections with a team of 15+ workers, ensuring RIL safety standards 		
ACHIEVEMENTS	<ul style="list-style-type: none"> Received a Well-Done Award for optimizing NDT techniques, reducing testing time, and improving accuracy 		

AWARDS AND ACHIEVEMENTS

Scholastic Achievements	<ul style="list-style-type: none"> Secured Top 1.3 percentile in AP EAMCET'15 (2.5L applicants) Secured Top 1.2 percentile in JEE Mains'15 Qualified for INSPIRE Scholarship (400K INR) by DST, Govt of India for Top 1 percentile in AP Board '15
Case Competitions	<ul style="list-style-type: none"> National Finalists out of 670+ registrations in "6 Degrees", Analytics competition organized by IIM Trichy
Certifications	<ul style="list-style-type: none"> Certified Intermediate SQL in HackerRank (Gold 5*) Certified Elite distinction in Deep Learning (NPTEL)

ACADEMIC PROJECTS

Length of Stay prediction (Regression)	<ul style="list-style-type: none"> Built Regression models to predict Length of stay of patients on a dataset (100K+ records, 27 attributes) Addressed Multicollinearity using VIF Applied OLS & polynomial regression; Lasso for feature selection Employed Residual analysis for model validation, outlier detection Improved R² (22% ↑) using XGBoost
Customer Churn Prediction (Classification)	<ul style="list-style-type: none"> Developed a Classification model to predict customer churn based on telecom data (27k rows, 30 features) Handled missing values; OHE categorical variables; Leveraged Graph-based feature extraction (Node2vec) Trained Logistic, SVM, Random Forest & Neural Net. RF and NN achieved the best F1-score of 0.65(120%)
Health Insurance Fraud Detection	<ul style="list-style-type: none"> Built a classifier to detect fraudulent claims from 1L+ records; Applied SMOTE to treat class imbalance(99:1) Performed EDA; Trained Logistic, AdaB, and XGB classifiers. Hyper-params tuning through Grid-Search CV Log-Reg setting at opt threshold (0.61) gave a best precision of 0.91; Feature importance using SHAP plots
Vehicle Sales Forecasting (Time-Series)	<ul style="list-style-type: none"> Forecasted 12-month vehicle sales based on 30 years past data; removed trend by 1st order differencing Checked stationarity using ADF test ; Identified Seasonality ; Analyzed ACF-PACF plots for SARIMA order Ljung-Box for Residual Analysis; Selected best model based on AIC&BIC scores; Achieved lowest MAPE(8%)

ADDITIONAL PROJECTS

Customer profiling (Clustering)	<ul style="list-style-type: none"> Segmented 9K+ credit card users by spending patterns for targeted marketing; used PCA for cluster profiling Used Elbow-plot to find opt K; Achieved Silhouette Score (0.4), Davies Bouldin Index (0.8) with K-Means
News Topic Classification (NLP)	<ul style="list-style-type: none"> Built a model to classify news articles into 4 topics (World, Sports, Business, Science) using 2.5K+ articles Leveraged Word2Vec embeddings, trained an artificial neural network to achieve a macro F1-score of 0.49 Applied bidirect. RNN, LSTM [macro F1-score: 0.67]; attained a highest macro F1-score of 0.90 with BERT
Image Classification (CNN)	<ul style="list-style-type: none"> Developed an ASL image classifier to identify 36 different signs from 2.5k+ images using transfer learning Employed ResNet50 and InceptionV3, achieved 95.7% accuracy with ResNet50 after Data augmentation

POSITIONS OF RESPONSIBILITY & EXTRA CURRICULARS

Cricket	<ul style="list-style-type: none"> Winners in Inter-Section wars 23 (IIM Calcutta) Quarter-finalists in Inter Hall Championship 24 (IIT KGP)
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ELECTIVES : Supply Chain Analytics, FRM, HealthCare Analytics

INTERESTS : Fitness, Cricket, Table Tennis