P SAGAR REDDY

ACADEMIC QUALIFICATIONS

Year	Degree /Board	University /Institution	%/CGPA
2025*	Post Graduate Diploma in Business Analytics	IIM Calcutta, IIT Kharagpur, ISI Kolkata	-
2019	B. Tech (Electrical & Electronics Engineering)	NIT JAMSHEDPUR	8.45/10
2015	CLASS XII	Sri Chaitanya Vidya Niketan Vishakapatnam	94.6 %
2013	CLASS X	Kendriya Vidyalaya Army Area, Pune	9.4/10
KEY SKILLS/TOOLS	Statistical Inference, Stakeholder Management, Communication, Python, R Programming, SQL, Power BI		

WORK EXPERIENCE (48 Months)

Tata Steel UISL	MANAGER (Power Distribution)	Jamshedpur (Jul '19 - Jul '23)

Roles & Responsibilities	■ **Led** a team of **20+** for LDC's **O&M**, integrating **370+ HT substations** with efficient **budgeting** and **planning** ■ Handled **~40k** annual **customer complaints**; reduced complaints by **5%** through **VSM**, **DMAIC** and **RCA** ■ Translated **operational data** into insights via monthly **MIS**, aiding senior management's strategic initiatives ■ Core Member, central **TPM** implementation committee: led successful completion of **2nd & 3rd** stages of TPM ■ **1/10** Core **IMS implementation committee** member, successfully **audited 50+** IMS docs. of **10+** sections
Business Impact	■ **Identified** & **rectified** theft from meter data in the distribution network, resulting in net **savings** of **₹1.3Cr** ■ **Reduced** critical spare costs by **₹40L**, managed **12 vendor contracts** & onboarded **2** new critical suppliers ■ Saved **₹70L** by **80%** reduction in power consumption of **20k+** streetlights via implementation of auto timer
Initiatives	■ Achieved **40%** man-hrs reduction by **digitalizing** business **processes** through cross-functional collaboration ■ Discovered **training gaps** in teams, curated **relevant study materials**, and conducted **20+** training sessions
Recognition	■ **1/2** out of **700+** officers to be **shortlisted** for **TAS in-house** selection process from Tata Steel UISL in FY23 ■ **1/3** out of **730+** employees awarded "**Ethics Champion** of the Year", FY22 for promoting ethical practices ■ Secured **₹15Cr. capital scheme approval** for LDC's improvement from the **JSERC**; praised by **GM TSUISL**

AWARDS AND ACHIEVEMENTS

Scholarship	■ Recipient of **Prime Ministers Scholarship (₹1L)** awarded by the **Ministry of Defence**, Government of India
Case Competition	■ Ranked (**2nd**/350+) in **Networsify**, IIT Kharagpur, 2023 | **National Finalist, Finalytics**, IIT Kharagpur, 2023 ■ Ranked (**8th**/940) in **IDB Analytics**, IIM Calcutta, 2023 | **Winner** in **NSCET** OJASS'18, NIT Jamshedpur, 2018

ACADEMIC PROJECTS

Air BnB Price Prediction (Regression)	■ Predicted listing price for **75k+** Airbnb properties (**26 features**) with linear & polyno. regression models ■ Treated outliers; Tackled **multicollinearity (VIF** & backward selection); Applied **Ridge** regularization ■ Analysed residuals with **KS test** & QQ plot; Built DT, RF & XGB regressor; ↑R^2 by **23%** to **0.75** with **XG Boost**
Tourist Footfall Prediction (Time Series)	■ Forecasted monthly Foreign Tourist Arrival in India using **15** years ITS data; removed **trend** & **seasonality** ■ Identified stationarity using **ADF test**; **AR MA** orders by **ACF-PACF** plots; residual analysis by Ljung-Box test ■ Tuned **SARIMA** model & achieved **3.7% MAPE**, improved to **3.03%** using USD index as **exog. variable**
Review's Text Analysis (NLP)	■ Developed topic modelling framework on **iPhone reviews**; Pre-processed (tokenized, lemmatized) the text ■ Implemented Latent Dirichlet Allocation (**LDA**), identified **6** topics as optimal using **coherence score** metric ■ Improved coherence score (**↑ 11%**) by supervised deep topic modelling with **BERT** and **K-Means** clustering
Customer Segmentation (Clustering)	■ Performed customer segmentation for **targeted ad** campaign on a **retail transaction** dataset (**~3.5L obs.**) ■ Implemented **RFM** analysis for feature engineering; applied PCA; used **K-means**, **agglomerative** & **DBScan** ■ Identified opt. **4** segments with customer profiling by **elbow** method; silhouette score-**0.83** & DB index-**0.41**

ADDITIONAL PROJECTS

Volatility Prediction (FRM)	■ Developed model to predict **Alphabet Inc**. stock volatility; tested for **stationarity** of log returns by ADF test ■ Utilized **GARCH** model, performed **LM** test for **ARCH** effects and **ACF/PACF** analysis of **squared returns** ■ Improved **MAPE** from **12%** (obtained for the GARCH) to **5%** by using **LSTM** trained with the **rolling sd** data
Health Insurance Fraud Detection (Classification)	■ Built classifier to detect fraudulent claims from **1L** records; Applied SMOTENC to treat class imbalance (99:1) ■ Performed **EDA**; Trained **Logistic** & **XGBoost** classifiers; Hyper params. tuning through Grid-Search CV ■ LR setting at opt. threshold (**0.61**) gave a best **precision** score of **0.91**; Feature importance using **SHAP** plots
Image Segmentation	■ Build **CNN** based classifier model on **6k Chest X-ray images** to classify into Normal and Pneumonia patients ■ Exercised data augmentation, batch norm & **early stop**; Finetune **VGG16** & **ResNet50** model max **acc. 83%**

POSITIONS OF RESPONSIBILITY & EXTRA CURRICULARS

President, PGDBA	■ Represented interest of **120+** students, via **stakeholder mgmt.** with students and admin. of three institutes ■ Established **first-ever** student activity fund (**₹5L+**) in PGDBA history from the tri-institute Apex Committee
Dramatics Team	■ **Theatricals**: **2nd** in **SpringFest**'17 (IITKgp); **Mime Event**: **Led** a team for **2nd** position in **Culfest**'18 (NITJsr)

ELECTIVES : Financial Risk Management , SCA, Econometrics	**INTERESTS : Trekking, Sketching , Cooking**