

FELLOW PROGRAMME IN MANAGEMENT (FPM) 2020

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Academic Qualifications

- PGDM (2019) from Institute of Management Technology, Nagpur
- B.Tech (2017) in Computer Science Engineering, from Gokaraju Rangaraju Institute of Engineering and Technology

Professional Experience

Sales Manager, SMEG-Broking, Reliance General Insurance Company Ltd April 2019 – Aug 2020

- Recruiting channel partners and sourcing commercial line business
- Maintaining relationship with existing channel partners and closing the deals
- Acting as an Insurance consultant

Academic Projects

Credit Risk Analysis using SAS:

- Analysed bank's data by using one sample and two sample t test. Found out the outliers using PROC MEANS, short listed the most relevant variables for the model using factor analysis and created best possible model for predicting PRSM. Thus, gave final recommendations to the bank on identifying the defaulters and profitable customers.

Analytics Certification

- Successfully completed **IBM predictive analytics certification**

Skills

Technical Skills: Excel, SAS, R, SQL

Extra-curricular Activities

- As a member of OKONOMOS – **Business and Economics Forum of IMT**, conducted forum events in national level management Olympics
- As a member of Mess committee of IMT, organized various events in the college