SAMEER SHREENIVAS MITTIMANI

Deputy Manager – Auto

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SUMMARY

Twelve years at Sundaram Finance. Joined as a Customer Support Executive straight from campus, moved through branch operations and working capital lending, now at corporate headquarters running national market analytics for retail auto.

Currently own the OEM market-share intelligence system that corporate leadership relies on for national decisions. Before this, launched Bulk Diesel Finance in Karnataka from scratch — scoped the segment, trained branch teams, activated channel partners, beat budget every quarter.

MBA Finance. Completing Product Management with Applied AI at IIT Roorkee. Looking to bring this ground-level operational knowledge and analytical discipline to strategic work at the firm level.

CORE COMPETENCIES

Strategic Project Execution, Structured Problem Solving, Cross-Functional Coordination, Stakeholder Management, Data-Driven Decision Making, Market & Competitive Analysis, KPI Definition & Tracking, Process Design & Improvement, Commercial Outcome Delivery, Change Management, Risk Identification & Escalation, Team Training & Development

TOOLS

Excel, SQL (DML), Power Automate Desktop, Power BI, Python (AI-assisted), PowerPoint, Figma, Claude Code

EXPERIENCE

Sundaram Finance Limited · NBFC · 12 Years

Deputy Manager, Auto — National Retail Team *Apr 2024 – Present | Chennai*

Own the national-level OEM market-share intelligence system for retail auto, built on Vahan vehicle-registration data. Primary users: senior management, regional heads, national sales team.

- Gathered requirements from corporate leadership and regional heads. Defined what the platform should surface, how often, and at what granularity. The system now catches OEM and segment share shifts ahead of branch reporting cycles
- Ideated and supported the build of leading-indicator dashboards in Power BI and Advanced Excel for field-level productivity — replaced monthly lag reports that only showed damage after it was done
- Designed the data pipeline end to end: Vahan data collection → cleaned dataset → automated reports. Cut turnaround from days to hours. Consolidated scattered scripts into standardised workflows now used by other teams — manual processing dropped 20–25%
- Work across corporate leadership, regional sales, and dealer networks daily to keep national targets and field execution aligned. Conduct regular branch visits — the gap between reported numbers and ground reality matters for decisions

Deputy Manager, Working Capital Finance — North Karnataka *Apr 2022 – Mar 2024 | Bellary*

Launched Bulk Diesel Finance — a working capital lending product for fleet operators and bulk diesel buyers. First implementation in Karnataka. Supported the scheme design and ran the full rollout: segmentation, staff training, channel activation.

- Ran the launch end to end: identified the target segment (fleet owners, diesel buyers), supported scheme structure design, trained branch staff, onboarded oil company officials as distribution partners
- Beat budgeted targets every quarter across the full two-year tenure. Grew B2B disbursement to INR 10–11 crore per month
- Found the execution gap — branch staff didn't know who the product was for — and closed it through direct co-selling visits and hands-on training. Tracked pipeline weekly to catch stalls before month-end

Branch Accountant **(promoted from Cashier, Apr 2017)** *Aug 2015 – Mar 2022 | Bijapur*

Branch financial operations: payables, receivables, NPA tracking, loan movement monitoring. Two significant operational shifts during this period — keeping loan origination running through COVID-19 lockdowns and moving a cash-dependent borrower base to digital repayment.

- Built a remote KYC and field investigation process over WhatsApp video calls during COVID-19 lockdowns — kept loan origination running when branches shut down entirely. Separately, moved legacy borrowers from cash to digital repayment, pushing adoption from 20% to 60–70%
- Ran GECL restructurings for idle-vehicle borrowers, recovered NPA accounts through in-branch customer education camps, handled repossession and regulatory notice issuance across the branch book

Customer Support Executive *Aug 2014 – Aug 2015 | Shahpur*

Recruited off campus. First assignment was handling six lakhs in cash for remittance — that's where the seriousness of financial operations became real.

- Assessed creditworthiness and processed loans end to end, from application through disbursement
- Worked with compliance and internal audit on process adherence and documentation standards

EDUCATION

Certification, Product Management with Applied AI May 2026 – Jan 2027 (ongoing)
iHUB DivyaSampark, IIT Roorkee

Master of Business Administration (MBA), Finance 2012 – 2014, First Class
KLE's Institute of Management Studies & Research, Hubli

Bachelor of Commerce (B.Com.) 2009 – 2012, First Class
Karnataka Arts & Commerce College, Dharwad

PROJECTS

cercit (work in progress) — AI-based credit appraisal system for new vehicle finance. End-to-end product build: document intelligence, risk scoring, policy engine, automated decision bands. Backend deployed and tested. Frontend in progress. Demo: cercit.github.io/cercit

Building hands-on PM skills through this project: PRD writing, user research, wireframing in Figma, database schema design in SQL, Jira-based sprint planning, and stakeholder requirement documentation. Built as part of the IIT Roorkee PM certification.

CERTIFICATIONS

- Google AI Fundamentals (Google / Coursera, 2026)
- SQL Intermediate (HackerRank, 2023)
- Foundations of Data Science (Google, 2023)
- Introduction to Python (365 Data Science, 2023)

HOBBIES

Coin collecting, Gaming

LANGUAGES

Kannada (Native), English (Professional Working), Hindi (Professional Working)