

Aaron Paul

✉ aaronpaul16.sjps@gmail.com ☎ +91 8507444555 📁 My Portfolio in LinkedIn 🐙 Github

Experience

Product Consultant & Product Analyst *ZenTrades.ai*

New York (Remote)
Jan 2024 – Sep 2024

- Managed 140+ accounts (\$620K ARR), achieving a 7.6% NDR increase through targeted adoption consulting and customer success.
- Conducted 100+ renewal & consulting calls while making 300+ cold calls/week, successfully convincing 45+ prospects to attend demos. Personally led +15 product demos, resulting in 10+ closed deals, generating an additional \$12K+ in revenue as a Sales Engineer.
- Led a team of 10 to develop a free checklist generator for fire inspectors on the company's website which drove 100+ new visitors per month, increased MQLs by 30%, and contributed to a 15% boost in inbound sales opportunities.

Implementation Engineer *Keka HR*

Hyderabad, India.
Oct 2024 – Mar 2025

- Collaborated with product teams, influencing 3+ feature enhancements to improve user experience.
- Designed tailored HRMS solutions for 20+ clients, aligning product capabilities with unique business needs.
- Led 15+ training sessions, improving product adoption and cutting support queries by 25%.
- Optimized data validation, achieving 98% accuracy and enhancing client onboarding efficiency.
- Provided end-to-end solutioning, bridging gaps between client requirements and product functionality.

Education

Vellore Institute of Technology

Sept 2020 – Sept 2024

B.Tech in Computer Science with specialization in Robotics

Coursework: Data Structures and Algorithms • Artificial Intelligence • Machine Learning • Operating System • Database Management • Computer networks • Computer Vision and Robotics

Projects

Emotion-Analysis-of-a-Human during Video calls and online interviews

- Developed an advanced system for real-time emotion detection during video calls and online interviews using machine learning and computer vision techniques.
- Software & Tools : Python, OpenCV, TensorFlow (alt.PyTorch), NumPy, SciPy

License Plate Recognition

- Developed a computer Vision system for rapid and precise license plate information extraction from images, optimizing vehicle tracking and management.
- Software & Tools : Python, OpenCV, Tesseract OCR, TensorFlow (alt.PyTorch)

Wireless Heartbeat Monitor

- Designed and implemented a HeartBeat Sensor system using Arduino, which successfully measured and transmitted real-time heart rate data to a mobile phone via Bluetooth.
- Software & Tools : Arduino, C/C++ (for firmware)

Technical Skills

Languages: Java, SQL(MS-SQL, MySQL), JavaScript, TypeScript, HTML, XML, JSON, CSS

Tools & Technologies : Hubspot ,JIRA ,Power-BI ,Visual Studio,WordPress ,Adode Acrobat.