# Aman Kesarwani

amankesarwani90@gmail.com | +91 8587003888 | linkedin.com/in/amankesarwani90 | github.com/AmanKesarwani-90

## Professional Summary

Strategic and driven professional with a strong foundation in data analysis, market research, and process optimization. Adept at identifying growth opportunities and executing customer-centric strategies. With a background in both technical development and business operations, I bridge the gap between data and decision-making. Passionate about driving revenue growth, building client relationships, and contributing to scalable business success in high-growth environments.

## Experience & Projects

### AI Intern | Call 'N' Collect

- Analyzed and interpreted customer call transcript data to extract actionable insights, supporting the product and business teams in optimizing service strategies.
- Communicated technical insights in weekly meetings to stakeholders, enhancing team decision-making and product development clarity.

### Business Growth Initiative | Self-led

- Initiated and executed a strategic market research project focused on identifying B2B & B2C trends, resulting in the creation of 3+ target customer personas and actionable growth strategies for mock client portfolios.
- Developed outreach strategies and sales pipelines using CRM frameworks, enhancing understanding of customer lifecycle and conversion pathways.

## Skills & Competencies

**Business Development:** Lead Generation, Client Outreach, Pipeline Management
**Strategic Thinking:** Go-to-Market Planning, Revenue Optimization, KPI Monitoring
**Project & Team Management:** Agile Methodology, Collaboration, Leadership
**Tools & Tech:** Excel, PowerPoint, SQL, CRM Tools, Google Workspace

## Education

**Vellore Institute of Technology**     Aug 2021 - 2025
*Bachelor of Technology in Computer Science (7.14 GPA)*

**Richmondd Global School**     2020 - 2021
*XIIth standard (74.8%)*

## Leadership & Achievements

- **Team Lead – Lung Cancer Detection Project:** Successfully managed a 5-member team through technical and operational execution of a data-driven health project.
- **Green Innovators Hackathon– 6th Place:** Designed an energy-efficiency prediction model with commercial applications, outperforming 50+ teams.
- **Top 10% Ranker on GeeksforGeeks:** Demonstrates strong logical reasoning and analytical thinking applicable in strategy roles.

## Languages

- **Hindi** (Native)
- **English** (Fluent)