Aman Kumar

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Professional Summary

Customer-focused Computer Science undergraduate with a strong interest in Presales and Solutions Consulting roles. Experienced in understanding customer requirements, mapping them to product capabilities, and supporting solution design through documentation, demos, and analysis. Possesses strong communication, presentation, and problem-solving skills with hands-on exposure to SaaS-style applications, cloud platforms, and cross-functional collaboration with product and technical teams.

Education

Vellore Institute of Technology, Bhopal   **Sep 2022 – Jun 2026**
Bachelor of Technology in Computer Science and Engineering
Specialization: Cloud Computing and Automation   CGPA: 8.50 / 10

Presales & Core Skills

Customer Requirement Analysis – Understanding business needs, solution mapping, feature alignment
Presales Support – Demo assistance, solution documentation, proposal and presentation support
Communication & Presentation – Customer-facing discussions, internal documentation, knowledge sharing
Analytical & Research Skills – Market research, competitor analysis, industry understanding
Technical Awareness – SaaS platforms, CRM concepts, Cloud technologies, Java, SQL, REST APIs

Work Experience

Internship   **Apr 2025 – Jun 2025**
Cyber Jagrithi and Safety Foundation (Remote)

- Supported the development of user-facing web modules focused on cybersecurity awareness.
- Worked closely with team members to ensure content clarity and effectiveness for non-technical audiences.
- Assisted in documentation, usability improvements, and incorporating feedback to enhance overall user experience.

Leadership & Collaboration

Core Team Member   **May 2024 – Oct 2024**
Fusion Club, VIT Bhopal

- Collaborated with multiple stakeholders to organize workshops, hackathons, and student engagement events.
- Assisted in coordination, communication, and execution, ensuring a smooth experience for participants.
- Participated in internal discussions and knowledge-sharing sessions within the team.

Projects

Tracklet — E-commerce Price Tracking Platform
(Spring Boot, React.js, Supabase – PostgreSQL)

- Designed a SaaS-style solution to help users track product price changes and make informed purchasing decisions.
- Assisted in defining product workflows by identifying user pain points and mapping them to platform features.
- Created dashboards to clearly present historical trends, supporting data-driven decision making.
- Gained experience similar to presales demo preparation by explaining platform capabilities in a simple and structured manner.

Invoice Generator Web Application
(Spring Boot, React.js, MongoDB)

- Built a business-focused solution to streamline invoice creation and management for end users.
- Translated user and business requirements into functional features such as secure access, invoice generation, and PDF exports.
- Focused on usability, documentation, and clarity to ensure smooth onboarding and adoption by users.

Certifications & Achievements

- Oracle Database @ AWS Certified Architect Professional – Oracle University
- AWS Educate – Introduction to Cloud 101
- AWS Educate – Introduction to Generative AI
- Secured 1st place (twice) in State-Level Mathematics Olympiad
- Secured 3rd place in Computer Science Olympiad