

Aman Kumar

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Professional Summary

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 Bachelor of Technology in Computer Science and Engineering Specialization: Cloud Computing and Automation	Sep 2022 – Jun 2026
	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, industry understanding
- Technical Awareness** – SaaS platforms, CRM concepts, Cloud technologies

Work Experience

Internship Cyber Jagriti and Safety Foundation (Remote)	Apr 2025 – Jun 2025
<ul style="list-style-type: none">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 Fusion Club, VIT Bhopal	May 2024 – Oct 2024
<ul style="list-style-type: none">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

(Automation model)

- 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

(Generate invoices)

- 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