

ATHARVA RAMESH DASEWAR

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PRESALES INTERN | SaaS | CRM | SOLUTION CONSULTING

Presales-focused Computer Science undergraduate with hands-on experience in SaaS platforms, CRM workflows, cloud technologies, and solution consulting. Strong exposure to customer requirement gathering, solution mapping, product demonstrations, RFQ/RFP support, presales documentation, and cross-functional collaboration. Known for clear communication, structured presentations, problem-solving mindset, and eagerness to grow in customer-facing presales roles within fast-growing SaaS organizations.

EDUCATION

Vellore Institute of Technology — B.Tech in Computer Science and Engineering
Sept 2022 – May 2026

CORE SKILLS

Presales & Sales Support: Presales Support, Customer Requirement Gathering, Solution Mapping, Product Demonstrations, Evaluations, RFQ/RFP Response Support, Proposal Preparation, Solution Documentation, Customer Engagement, Onboarding Discussions

SaaS, CRM & Cloud: SaaS Platforms, CRM Automation Workflows, Sales-Tech Solutions, Cloud Computing (AWS – S3, EC2, Lambda, DynamoDB)

Communication & Collaboration: Professional Verbal & Written Communication, Presentation Skills, Stakeholder Management, Cross-functional Collaboration (Sales, Product, Delivery, Tech)

Technical: JavaScript, Python, C++, React.js, Node.js, Express.js, MongoDB, MySQL, GitHub

RELEVANT PROJECT EXPERIENCE

Cloud-Based Bookstore & Digital Library (SaaS Application)

- Analyzed customer and business requirements and mapped them to scalable SaaS workflows and features.
- Supported product demos and evaluations by explaining platform functionality, use cases, and value proposition.
- Prepared solution presentations, feature documentation, and process notes for stakeholder discussions.
- Built and deployed a cloud-native solution on AWS, improving reliability, scalability, and reducing hosting costs by 40%.
- Collaborated closely with team members to support delivery, testing, and knowledge sharing.

Voyage Vista – Travel Planning Platform

- Designed a customer-centric platform by gathering user requirements and mapping them to product features.
- Conducted basic market and competitor research to define differentiation and business value.
- Assisted in creating demo flows, presentations, and walkthroughs for solution explanation.
- Improved user engagement and response time through data optimization and UI enhancements.

CERTIFICATIONS

IBM DevOps Certificate — IBM | Agile Methodologies — IBM | MERN Full Stack Developer — MongoDB | Bits and Bytes of Computer Networking — Coursera

LEADERSHIP & ACHIEVEMENTS

Delivered cloud computing and DevOps workshops for 100+ participants as part of Microsoft Club initiatives. Coordinated cross-functional teams for technical and cultural events with 2,000–3,000 attendees. Represented at State-Level Swimming Competition. Achieved Brown Belt in Karate, demonstrating discipline and resilience.