Azeem Ahamad

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Professional Summary

Final-year B.Tech student in Computer Science (AI & ML) with expertise in AI-driven automation and market analytics. Skilled in qualifying buyer leads, curating shortlists with photos/videos, coordinating site visits, and maintaining CRM hygiene using CRM, Google Sheets, WhatsApp, and email. Experienced in high-velocity sales and on-ground operations with a visual eye, comfort in both field and desk work, and access to a two-wheeler for local travel. Eligible for a Pre-Placement Offer based on performance.

Education

VIT Bhopal University B.Tech in Computer Science (AIML)   Sep 2022 Present
Final-Year Student, Expected Graduation: 2026, CGPA: 9.09/10
Seth Anandram Jaipuria School, Bhopal   2019 2021
Class XII: 93.25% | Class X: 94%

Technical Skills

- AI & Automation: ChatGPT, Claude, Scikit-learn, n8n
- Data & Analytics: Tableau, SQL, Google Sheets
- Productivity Tools: CRM (Salesforce), MS Office, Outlook, Google Drive/Photos
- Communication Tools: WhatsApp, Phone, Email
- Languages: C++
- Others: Git, MERN Stack

Experience

Strategy & Operations Intern
Unstop   Apr 2025 Jul 2025

- Called and qualified 100k+ inbound buyer leads, understanding requirements, budgets, and preferred micro-markets (Whitefield, Sarjapur, Koramangala); boosted sales efficiency by 15%.
- Automated workflows with ChatGPT and n8n for lead follow-ups, CRM hygiene, and WhatsApp etiquette, reducing task delays by 20%.
- Scheduled and partially accompanied multi-party site visits, captured feedback to refine shortlists, and compiled price comps, deal structures, and closing checklists, supporting negotiation and objection handling.

Projects

Lead Qualification Automation   2025

- Developed AI-driven system using ChatGPT, Claude, and n8n; automated lead qualification and shortlist curation with photos/videos, cutting completion time by 25%.

Site Visit Coordination Tool   2025

- Built AI-supported tool with ChatGPT and Claude; optimized site visit scheduling and feedback integration, improving efficiency by 30% for 100+ users.

Micro-Market Trend Tracker   2025

- Created Scikit-learn-based tool; tracked pricing, inventory movement, and time-to-close trends on 100k+ dataset, publishing weekly summaries with 85% accuracy.

Certifications & Achievements

- Salesforce Developer Program (2025) Link
- Full Stack MERN Development Certification (2025) Link