Azeem Ahamad

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Professional Summary

Final-year B.Tech in CS (AI&ML) at VIT Bhopal. Bangalore-based sales tech expert: AI automation for lead qualification, shortlist curation (photos/videos), site visits, and CRM hygiene via Salesforce/Google Sheets/WhatsApp. Drove high-velocity sales/on-ground ops; field/desk adaptable with two-wheeler mobility. PPO eligible—targeting sales/marketing roles in real estate/tech.

Education

Sep 2022–Present	**B.Tech CS (AI&ML)**, *VIT Bhopal University*, Bhopal, Exp. 2026 CGPA: 9.03/10
2019–2021	**XII: 93.25%	X: 94%**, *Seth Anandram Jaipuria School*, Bhopal

Technical Skills

AI & Automation	ChatGPT, Claude, Scikit-learn, n8n
Data & Analytics	Tableau, SQL, Google Sheets
Productivity	CRM (Salesforce), MS Office, Outlook, Google Drive/Photos
Communication	WhatsApp, Phone, Email

Experience

Apr–Jul 2025 — **Strategy & Ops Intern**, *Unstop*, Bangalore, Sales Efficiency: +15%

- **High-Volume Leads:** Qualified/segmented **100k+** inbound buyers for Whitefield/Sarjapur/Koramangala; ID'd high-intent prospects to drive conversions.
- **Process Optimization:** Streamlined lead-to-close workflow, boosting sales efficiency **15%**.
- **Field & Negotiation:** Coordinated/accompanied multi-party site visits; supported deal structures, price comps, and closing checklists.
- **Automation:** Built follow-ups/CRM hygiene with Salesforce/WhatsApp; cut task delays **20%**.

Projects

Lead Qualification Acceleration System (2025)

- Automated filtration curating personalized property shortlists (photos/videos); slashed processing time **25%**, accelerated client responses.

Micro-Market Trend Tracker (2025)

- Built tool tracking real-time pricing/inventory on **100k+** data points; published **85%** accurate weekly summaries for data-backed sales pitches.

Site Visit Coordination Tool (2025)

- Developed scheduler for visits/feedback across **100+** users; lifted coordination efficiency **30%**.