RESUME ANALYSIS REPORT

Professional Candidate Assessment

Generated on October 30, 2025

# **CANDIDATE PROFILE**

|  |  |
| --- | --- |
| **Full Name** | Devendra Ahire |
| **Email Address** | devendrarahire01@gmail.com |
| **Phone Number** | +91-9309554295 |
| **LinkedIn Profile** | linkedin.com/in/devendra-ahire |
| **Location** | Nashik, Maharashtra |

# **EXECUTIVE SUMMARY**

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| --- | --- |
| **ATS Compliance** | 65% |
| **Job Match** | 20% |

**NEEDS IMPROVEMENT - Significant revisions recommended to meet position requirements.**

# **DETAILED ANALYSIS**

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| **ATS COMPLIANCE ANALYSIS** |

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| --- | --- |
| **65%** | * Contact information is complete. * Resume includes clear sections (Objective, Education, Skills, Experience, Projects, Certifications, Extra-curricular Activities). * Skills section is well-defined. * Uses action verbs in experience descriptions. * Resume is concise and easy to read. * No clear formatting issues detected, though some bullet points in the experience section are not conventionally formatted. * Lacks a professional summary that is highly tailored to a specific role - the objective is a bit generic. |

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| **JOB MATCH ANALYSIS** |

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| **20%** | * The resume is primarily geared towards a software development role, while the job description is for a sales/business development executive. * The candidate lacks an MBA, which is a requirement. * The candidate has experience with technical skills (Python, React, etc.), which are not relevant to the sales role. * There is no mention of sales experience or CRM proficiency in the resume. * The resume highlights project experience in software development, which is irrelevant to the sales executive role. |

## **KEYWORDS ANALYSIS**

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| --- | --- |
| **Keywords Found** | **Keywords Missing** |
|  | Sales |
|  | Business Development |
|  | MBA |
|  | Communication |
|  | Negotiation |
|  | Analytical Skills |
|  | CRM |
|  | HubSpot |
|  | Salesforce |
|  | Market Research |
|  | B2B Sales |
|  | B2C Sales |
|  | Lead Generation |
|  | Client Retention |

# **STRENGTHS & DEVELOPMENT AREAS**

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| --- | --- |
| **Key Strengths** | **Areas for Development** |
| • Strong technical skills (although not relevant to the target role). | • Lack of sales or business development experience. |
| • Experience in project development. | • Absence of an MBA. |
| • Active involvement in extracurricular activities. | • No demonstrated proficiency in CRM tools. |
|  | • Mismatch between skills and job requirements. |
|  | • Lack of relevant keywords from the job description. |

# **IMPROVEMENT RECOMMENDATIONS**

1. This resume is completely inappropriate for this role. To apply, the candidate would need to create a new resume focused on sales or business development, highlighting relevant experience.
2. If applying to sales roles, quantify achievements whenever possible (e.g., 'Increased sales by X%').
3. Emphasize communication, negotiation, and interpersonal skills using specific examples.
4. Showcase any experience with CRM tools or digital marketing strategies.
5. Obtain or highlight relevant certifications related to sales or business development.
6. Include a professional summary tailored to the target sales role, highlighting key achievements and skills.
7. Remove or significantly reduce the emphasis on technical skills and software development projects.
8. Consider pursuing an MBA or relevant coursework to meet the educational requirements.

# **FINAL ASSESSMENT**

Based on our comprehensive analysis, this resume is **not optimally prepared** for the target position. Substantial revisions are recommended before application.