Keshav Sharma

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SUMMARY

B.Tech (IT) Student proficient in Business Analysis, Salesforce CRM (Flow), and Advanced AI/Data Science (Deep Learning). Skilled in process mapping and workflow automation, with a strong desire to collaborate with industry experts and apply technical knowledge to complex business challenges.

EXPERIENCE

Business Data Management, 01/2025 - Current
Private Client - Jaipur , India
- Designed and documented 5+ operational process maps using data analysis, enabling the client to make data-driven decisions on inventory and resource allocation.
- Automated daily transaction logging and system reconciliation procedures, reducing data entry errors by 20% and accelerating monthly closing time.
- Led accounts receivable (Collections) management for a portfolio of 50+ clients, strategically reducing outstanding debt by 15% within three months through active follow-up and optimized communication.

Frontend Developer & Product Intern , 05/2024 - 11/2024
Web Tech Street - Ajmer , India
- Engineered 3 user-facing web modules using HTML/CSS/JavaScript, which reduced internal resource look-up time by 15% for key product data.
- Contributed to product planning by analyzing user feedback, leading to the prioritization of two key features focused on improving user flow efficiency.

PYTHON & DATA SCIENCE , 09/2023 - 11/2023
InternPe - Remote , India
- Contributed innovative ideas and solutions to enhance team performance and outcomes.

LANGUAGES

Hindi:	Native	English :	B2
Native		Upper Intermediate (B2)	

AWARDS & ACHIVEMENTS

Aptitude Topper (97.86%) – Ranked among top performers in campus aptitude assessments.

Leadership Award – Recognized for successfully leading multiple college project teams.

Training & Placement Cell Member – Actively contributed to organizing campus recruitment and technical workshops

McKinsey Webinar (Career Readiness & Alumni Interaction) – Participated in an exclusive McKinsey session on leadership, employability, and job preparation.

Generative & Agentic AI Foundation (5-Day Course) – Google Certified

ACADEMIC PROJECTS

1. OCR-Free PDF to LaTeX Converter – AI model converting research PDFs to editable LaTeX without OCR for higher accuracy.
2. EV Charging Management System – IoT-based project enabling real-time slot booking and automated payments.
3. AI Assistant – Voice-based assistant using NLP and speech recognition for smart interactions.
4. Image Captioning System – Deep Learning model (CNN + LSTM) generating descriptive image captions.
5. Password management system – secure, encrypted tool for local password storage and authentication

GITHUB

- https://github.com/keshav.sharma-glitch

SKILLS

Business & Analysis: Business Requirement Gathering, Process Mapping & Documentation, Data Analysis, Stakeholder Management, Agile/Scrum
Tools & Platforms: Salesforce CRM (Admin, Flow, Reports), Power BI, Tableau, Jira/Trello
Technical: SQL (Queries for Data Retrieval), Python (Data Analysis), JavaScript (For Frontend/Web Projects)
AI & Data: Machine Learning, Deep Learning, Generative AI, Prompt Engineering, Data Science, TensorFlow/PyTorch, Pandas, NumPy

EDUCATION AND TRAINING

B-Tech : Information Technology, 09/2025
Government Engineering College - Ajmer
- 8.0 / 10 CGPA
Science (PCM), 06/2021
Senior Secondary Education - Makrana
- 85 %

CERTIFICATIONS

McKinsey Forward Program Badge & Certificate

Oracle – AI Generative Badge, AI Foundation Badge, AI for You, Data Science Certificate

Google AI & Data Analytics Certificate

J.P. Morgan & Deloitte Virtual Experience Certificates (Forage Platform)

Salesforce CRM Implementation & AI for Business Applications (Certified/Completed)

Pursuing: Next-Gen Product Management: Harnessing Agentic AI (iHUB DivyaSampark, IIT Roorkee)

Cloud-Native AI/ML Certifications (Google Cloud/Microsoft Azure) (Pursuing)