

# Harsh Kotiwale

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## EDUCATION

- VIT Bhopal University, Bhopal, Madhya Pradesh**  
Bachelor of Technology in Computer Science & Engineering  
CGPA: 7.9 August 2021 – June 2025
- JSPM Group of Institutions, Latur**  
Higher Secondary Certificate (HSC)  
Percentage: 82% 2021
- Podar International School, Latur**  
Secondary School Certificate (SSC)  
Percentage: 86% 2019

## SKILLS

- Business Development:** Market Research, Lead Generation, Client Relationship Management
- Sales & Marketing:** B2B Sales, Negotiation, Brand Positioning, Social Media Marketing
- Strategy:** Competitive Analysis, Growth Strategies, Partnership Development
- Data & Analytics:** CRM (Salesforce, HubSpot), Google Analytics, Excel, Data-Driven Decision Making
- Project Management:** Agile & Scrum, Stakeholder Management, Risk Assessment, Project Planning, Workflow Optimization
- Soft Skills:** Communication, Public Speaking, Team Collaboration, Leadership

## WORK EXPERIENCE

**Web Development Intern** LearnFlow — Nov 2023 – Dec 2023

- Developed responsive web applications using HTML, CSS, and JavaScript.
- Implemented interactive UI components with React.js and optimized user experience.
- Gained hands-on experience in full-stack development and version control with Git.

**Python Developer Intern** AlgoFed Technologies — Nov 2024 – Jan 2025

- Developed and optimized machine learning models for data-driven applications.
- Worked with Python frameworks like TensorFlow and OpenCV for AI solutions.
- Implemented and maintained backend APIs to support data processing tasks.

## PROJECTS

**Smart Vision QC** 2024

- Built an AI-driven quality control system using deep learning and computer vision.
- Deployed microservices using Docker and Kubernetes for scalable architecture.
- Implemented a React.js dashboard for monitoring real-time product inspections.

**Multiple Disease Prediction System** 2024

- Developed a machine learning model to predict diseases with high accuracy.
- Designed a scalable backend using Flask and integrated AWS Lambda for serverless execution.
- Deployed on AWS using EC2 and S3 for efficient cloud storage and computation.

## ACHIEVEMENTS & LEADERSHIP

- Selected for GRID 6.0 Hackathon, developing AI-driven quality control solutions.
- Finalist in Graph-E-Thon, showcasing data visualization and graph-based solutions.
- Led marketing and outreach as **Community Manager** at DevCode, growing the community to 500+ members.

## OTHER INFORMATION

- Languages:** English (Professional), Hindi, Marathi (Native)
- Hobbies:** Cinematography, Photography, Traveling and listening music