

JUAN JOE EDATTUKARAN

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CAREER OBJECTIVE

Customer-focused Computer Science student with hands-on experience in understanding user requirements, explaining solutions clearly, and improving operational efficiency through software projects. Seeking an Intern – Presales / Solutions Consultant role to build a strong foundation in **SaaS, CRM concepts, customer engagement, and solution mapping**.

EDUCATION

Bachelor of Engineering in Computer Science and Engineering Vellore Institute of Technology	September 2022 - Present
HSC (CBSE), Class XII Sharjah Indian School - Boys Branch, Juwaiza Sharjah, U.A.E	April 2021 - March 2022

CORE SKILLS

Sales & Customer Skills : Client Requirement Analysis, Customer Engagement, Solution Mapping & Demonstrations, Basic Sales Funnel Understanding

Communication & Presentation : Business Communication, Presentation & Pitching

Collaboration & Problem Solving : Cross-Team Collaboration, Problem Solving, Decision Making

Tools : MS Excel, Google Docs, Google sheets, Database fundamentals, AWS

Languages : English (Full Professional), Hindi (Professional Working), Malayalam (Native), Arabic (Limited Working)

PROJECTS

Self-Checkout Counter	July 2023 - August 2023
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Major Project as a part of curriculum

- Identified customer pain points in retail checkout delays and proposed a self-service solution
- Worked closely with users to gather requirements and improve ease of use
- Demonstrated the solution to peers and faculty, explaining business benefits and efficiency gains
- Improved transaction handling capacity by 50+ transactions/hour, enhancing customer experience

Hospital Management Database	May 2024 - July 2024
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Personal Project

- Analyzed hospital operational challenges and designed a solution to streamline patient workflows
- Coordinated features based on end-user needs (patients, doctors, admin staff)
- Reduced manual coordination by 40%, improving service efficiency
- Introduced automated reminders, reducing missed appointments by ~30%

Tranquillising Dart Drone	December 2024 - April 2025
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(Engineering Projects in Community Service) Team Project

- Collaborated in a multi-disciplinary team to deliver a real-world solution
- Helped translate technical outcomes into clear explanations for non-technical evaluators
- Ensured reliability and successful delivery during demonstrations (92% success rate)

LEADERSHIP & ACTIVITIES

Disciplinary Committee Member – Malayalam Club	November 2022 - March 2025
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- Ensured adherence to organizational standards
- Coordinated between students and faculty, handling issues diplomatically

Ecom-Thon – Techno-Cultural Fest	February 2023
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- Secured 2nd/3rd position in a competitive, problem-solving event