

MANTHAN KAKKAR

Python Developer

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Hisar, Haryana

SUMMARY

I am a detail-oriented and self-motivated Python Developer with a strong foundation in data structures, algorithms, and object-oriented programming. Having transitioned from a high-performing sales role into backend development, I blend business acumen with problem-solving skills. Proficient in Python, Flask, SQLite, HTML, CSS, Git, and REST APIs, I strive to deliver clean and modular code. Eager to grow in a team environment as a backend or full-stack developer

EXPERIENCE

Senior Sales Manager

Kotak Life Insurance

06/2023 - 01/2025 Hisar, Haryana

Kotak Life Insurance is a leading insurance provider offering life insurance solutions

- Achieved a 22% increase in monthly sales by introducing data-driven lead prioritization strategies
- Led a team of 10 sales executives, achieving 100%+ of sales targets for three straight quarters
- Boosted client retention by 18% through structured follow-ups and engagement tactics
- Reduced average sales cycle by 25% by refining onboarding and client pitching processes
- Trained and guided 5 new hires, all of whom met KPIs within their first 3 months

EDUCATION

MBA in Marketing

Guru Jambheshwar University of Science & Technology

07/2021 - 06/2023 Hisar, Haryana

Bachelor of Science (B.Sc.) in Computer Science

University of Delhi

07/2018 - 06/2021 Delhi, India

Senior Secondary

New Lohoria Sr. Sec. School

03/2017 - 05/2018 Hisar, Haryana

LANGUAGES

English
Proficient



Hindi
Native



KEY ACHIEVEMENTS



Outstanding Sales Performance

Recognized as Top Performing Manager for 3 consecutive months for achieving the highest regional sales and exceeding monthly KPIs by over 20%. Honored for consistent performance, client relationship building, and leadership in driving a high-performing sales team

SKILLS

Atom	CSS	Data Structures	
Django	EDA	Flask	Git
GitHub	HTML	JavaScript	
Matplotlib	Modular	NumPy	
OOP	Pandas	Postman	Python
REST	Scikit-Learn	SQL	
Wwise	Gmail	SQLite	

INTERESTS



Software Development

Developing backend applications using Python and Flask, learning and applying REST APIs and database integration, and continuous upskilling through coding platforms and tech blogs



Problem Solving

Enhancing problem-solving through DSA and real project builds



Open Source Tools

Exploring open-source tools like Git, SQLite, and Postman

PROJECTS

ATM Simulator

A Python Project using Object-Oriented Programming to simulate ATM functions

- Developed a command-line banking application in Python demonstrating object-oriented programming concepts like classes, inheritance, and encapsulation
- Implemented core features: account creation, deposits, withdrawals, and balance inquiries
- Designed modular, reusable code to handle user input, validations, and transaction logs
- Applied error handling techniques for smooth user experience and system reliability
- Showcased strong logic building and Python fundamentals to simulate real-time ATM operations

Personal Expense Tracker

A web application for personal expense tracking and management

- Created a web app to manage personal expenses using Flask, SQLite, HTML, and CSS
- Enabled category-wise summaries, date filters, and dynamic templates with Jinja2