



PANKAJ KUMAR

CONTACT

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EDUCATION

August 2020

B. Tech., Mechanical Engineering

Poornima University, Jaipur,

Rajasthan, India.

WEBSITE, PORTFOLIO, PROFILES

- <https://www.linkedin.com/in/pankaj-kumar-2609/>

SKILLS

- Software Best Practices
- Programming
- Technical Analysis
- Programming Languages
- Data Structure & Algorithms
- Rest APIs
- Machine Learning
- Internet of Things
- Critical thinking
- Analytical skills
- Adaptability
- Teamwork
- Good listening skills

PROFESSIONAL SUMMARY

career-focused, passionate Computer programmer, with strong and detailed understanding of various programming languages and tools to **Machine Learning, IoT, Backend Development with Webpage planning, development and maintenance**. Anxious to obtain Software Developer position to enhance knowledge & skills to help team achieve company goals and objective with full integrity and zest.

WORK HISTORY

May 2020 - Current

Backend Developer, *konnnectSME Pvt. Ltd.*, Bangalore , India

- Developed many verticals like feeds, my connection, jobs, CRM and also implemented messaging feature from scratch using socket and Node.
- Provided connections between data points and structures by data modelling using mongodb, also optimized data for easy and fast manipulation.
- Consulted with marketing department to ascertain organizational requirements, then compile, refine and generate webpage roadmap to achieve objectives.
- Multi-tasked across multiple functions and roles to generate project results and meet deadlines and organizational expectations.
- Collaborated with marketing department to determine organizational need and design pages to meet goals.
- Conducted testing and review of website design for responsiveness, clarity and effectiveness.
- Revised, modularized and updated old code bases to modern development standards, reducing operating costs and improving functionality.
- Designed intuitive graphical user interfaces using knowledge of serial communications and database design to improve user experience.
- Architected data engineering pipelines to support analysis of machine learning performance.

August 2020 - November 2020

Intern-Admissions, *upGrad Education Pvt. Ltd.*, Mumbai, India

- Engaged with customers to effectively build rapport and lasting relationships.
- Got trained and developed with product knowledge, customer service and selling techniques.
- Implemented stories and anecdotes into speeches to make information more entertaining.
- Solved customer challenges by offering relevant products and services.
- Increased sales by offering advice on purchases and generating network of referrals.

COMPUTER PROFICIENCY

- C, C++, Python, Socket
- AWS, Postman, Firebase, Thinkspeak
- Sqlite, Neo4j, MongoDB, Node.js
- Scikit-learn, TensorFlow
- OpenCV, OCR
- CNN, RNN, NN


CERTIFICATIONS

- **Post Graduate Certification in Sales**, upGrad Education Pvt. Ltd. - 01 July 2020 to 04 November 2020.
- **National Level Faculty Development Programme on Data Science & Big Data Analytics**, Poornima University - 08 July 2019 to 18 July 2019.
- **Professional Certification Course on Internet of Things (IoT) & Raspberry Pi**, Poornima university - 23 May 2018.
- **Workshop on Embedded Systems & IoT** Conducted by nZeru Solution Pvt. Ltd., - 14 Feb. 2018 to 15 Feb. 2018.

LANGUAGES

English C1

Advanced

Hindi

Bilingual or Proficient (C2)

- Implemented cross-selling strategies such as recommending suitable in-demand Program purchases to boost revenue.
- Used CRM Software Leadsquared & Salesforce to handle current portfolio and prospective leads.
- Maintained extensive knowledge of company products and services to provide top-notch expertise to customers.
- Delivered prepared sales pitch from script and persuaded potential customer to purchase product or service.
- Leveraged CRM database to manage customer data, log calls and other activities and generate reporting to deliver actionable insights and develop sales pipeline.
- Completed daily cold calling and outreach to build sales pipeline.

November 2018 - March 2019

Intern, NIIT Technologies, Bangalore , India

- Learned software engineering process improvements and best practices.
- Gathered, arranged and corrected research data to create representative graphs and charts highlighting results for presentations.
- Prototyped machine learning applications and quickly determined application viability.
- Created customized applications to make critical predictions, automate reasoning and decisions, and calculate optimization algorithms.
- Leveraged artificial intelligence and machine learning algorithms for standalone products and enhanced existing product offerings.
- Implemented and evaluated artificial intelligence and machine learning algorithms and neural networks for diverse industries.
- Collaborated effectively with members of software development team and personnel in other departments.
- Learned and implemented Optical character recognition (OCR) technology is project for automating data extraction from printed or written text from scanned document or image file and then converting text into machine-readable form.