

Rishav Kumar Singh

Sales Engineer / Solutions Engineer / SaaS / Enterprise Solutions

Bachelor of Technology
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🐙 GitHub Profile

🌐 LinkedIn Profile

PROFESSIONAL SUMMARY

Entry-level Sales Engineer / Solutions Consultant with a strong foundation in computer science and a solution-oriented mindset. Skilled in translating business requirements into scalable technical solutions, delivering structured product demonstrations, and supporting stakeholders through discovery, validation, and implementation. Adept at simplifying complex technical concepts for non-technical audiences and aligning product capabilities with real-world business workflows. Experienced in web applications, data-driven systems, and user-centric solution design.

EDUCATION

•Bachelor of Technology in Computer Science and Engineering

2021–25

Kalinga Institute of Industrial Technology, Bhubaneswar, Odisha

PROFESSIONAL EXPERIENCE

•Business Operations – Skills Department

June 2025 – October 2025

PW Skills (Physics Wallah) – Bengaluru, Karnataka

- Operated in a client-facing environment, supporting learners through onboarding, requirement clarification, and solution alignment.
- Analyzed user needs and mapped them to appropriate learning paths, similar to enterprise solution discovery.
- Explained offerings, workflows, and expected outcomes in a structured, value-driven manner.
- Collaborated cross-functionally with academic, operations, and placement teams to improve user experience.
- Identified recurring user challenges and contributed to process improvements.

SOLUTION CONSULTING

- Requirement discovery & needs analysis
- Use-case mapping
- Solution positioning
- Technical validation
- Proof of Concept (PoC) support
- Stakeholder communication
- Product demonstrations
- Technical objection handling

TOOLS & PLATFORMS

- Salesforce
- HubSpot
- LinkedIn Sales Navigator
- Google Workspace
- Advanced Excel

PROJECTS

Aligned with Zycus' focus on AI-driven enterprise solutions, the following projects demonstrate my experience in building and presenting intelligent, data-driven systems.

•SynthAIsun

Flask, Python, HTML, CSS

- Developed an NLP-based web app, reducing information processing time by 40%.
- Extracted key insights from complex datasets with 95% accuracy.

•Disease Predictor with Ayurvedic Medicine Formulation

Python, Flask, NumPy, Pandas

- Built a machine learning model that reduced consultation time by 20%.
- Integrated a user-friendly interface to improve accessibility.

CERTIFICATIONS AND PUBLICATIONS

•Presenter and Co-author ComSIA-2025, University of Delhi

Mar 2025

- A Progressive Smart Attendance System using Facial Features based Recognition Approach.
- Designed and presented a real-world biometric system, demonstrating technical clarity and solution articulation.
- Springer Publication: <https://link.springer.com/book/10.1007/978-981-96-8343-7>