Shyam Bhagat

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Objective

Tech-driven sales professional with strong technical skills and a background in business development, revenue generation, and data-backed decision-making. Combining a foundation in technical analytics with sales pipeline development, I am eager to drive revenue growth in SaaS and B2B technology markets.

Education

Dartmouth College, *Graduating June 2026*
Double Major: Computer Science & Data Science, GPA: 3.62/4.00
Relevant Coursework: Business Strategy, Sales Analytics, Market Research, Data Visualization, Cloud Computing

Sales & Business Development Experience

University of West Attica   Jun 2024 - Jul 2024
Software Engineering Intern — Product Development

- Designed software that increased adoption of a new Linux driver by 40% among researchers.
- Led 5+ product onboarding sessions, ensuring researcgers could seamlessly integrate the solution.

CleanEdge Wastewater Management   Jun 2022 - Aug 2022
Data Engineer — Business Intelligence

- Built a real-time sales analytics dashboard, helping leadership identify $200K in cost-saving opportunities.
- Automated reporting for 250+ key metrics, cutting manual workload by 80% for 10 employees.
- Enabled data-driven pipeline growth strategies, supporting revenue optimization efforts.

Sales-Driven Technical Projects

Singapore Solar   Jan 2022 - Jul 2022
Data Science Consultant

- Secured $50,000 in funding through 100+ cold calls, data-backed investor pitches, and strategic stakeholder outreach.
- Developed a mobile app with 500+ downloads, increasing donor engagement and project visibility.
- Created data-driven sales presentations, leading to additional investments and donor retention.

CodePunk — Multiplayer Web Game   Oct 2024 - Present

- Received QA feedback from 20+ testers, refining product-market fit for future commercialization.
- Built an AI-driven matchmaking system, currently tested to support 100 concurrent users.
- Developed predictive engagement analytics, optimizing user retention strategies.

Amazon Review Predictor   Sep 2023 - Nov 2023

- Built a sentiment analysis model (84% accuracy on 10,000+ reviews), revealing key customer insights.
- Presented findings to department heads, showcasing data-driven product recommendation potential.

Skills & Competencies

Sales & Business Development: CRM (Salesforce, HubSpot), Lead Generation, Pipeline Growth, Revenue Optimization, Consultative Selling
Technical Skills: AWS Cloud, SQL, Python, Java, C++, Data Visualization (Tableau, Power BI)
Soft Skills: Cold Calling, Sales Pitching, Negotiation, Stakeholder Management, Public Speaking