



## Sowmya Palanichamy

**Nationality:** Indian **Date of birth:** 11/12/1997 **Place of birth:** India

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### ABOUT ME

Dedicated and driven professional with strong organizational skills, excelling in fast-paced environments. I leverage my expertise in engineering processes, sales, and quality management to drive success, with a motivation to learn, grow, and excel in a collaborative environment.

### WORK EXPERIENCE

#### **Kids&Us Milano Sempione – Milano, Italy**

City: Milano | Country: Italy

##### **English Teacher (Part time)**

[ 09/2025 – Current ]

- Led playful, activity-based spoken English sessions for Classes 1–4—games, role-plays, and story circles—that increased student talk-time and eased them away from L1 during group tasks.
- Mentored children with a simple wish-to-goal routine (SMART targets and weekly micro-wins), which boosted goal completion and visible confidence in class sharing.
- Coordinated with class teachers to link speaking tasks to EVS/Math themes and used clear rubrics so parents received concise, meaningful progress updates each month

#### **Politecnico di Milano – Milano, Italy**

City: Milano | Country: Italy

##### **International student exchange coordinator (Part time)**

[ 07/07/2025 – 09/10/2025 ]

- Supported international exchange students with admission, orientation, and mobility procedures.
- Assisted with documentation, visa queries, and academic registration processes.
- Coordinated communication between students, faculty, and administrative offices.
- Helped organize cultural integration events and information sessions for exchange students.
- Provided one-on-one guidance to students, ensuring smooth academic and social adaptation.
- Managed records and maintained databases for student mobility programs.

#### **Scuola Primaria Rodari and Scuola Primaria Collodi – Bareggio, Milan, Italy**

City: Bareggio, Milan | Country: Italy

##### **English Teacher (Part time)**

[ 02/2025 – 06/2025 ]

- Teaching spoken English for the primary school students with real-time activity based teaching which will help them understand better in a casual way (going with the flow of kids mind).
- Mentoring the students to accomplish their goal or wish with my unique teaching methodology.

#### **ACIDUS Management Solution Pvt. Ltd., – Coimbatore, Tamilnadu, India**

City: Coimbatore, Tamilnadu | Country: India

## Senior Client Service Executive

[ 10/04/2021 – 11/08/2022 ]

### Customer Service Relationship

- Managed revenue cycle processes, including appointment scheduling, eligibility/benefit verification, charge entry, and claim submission.
- Handled medical and dental cross coding, insurance rejections, and payment posting.
- Conducted AR follow-up and patient collections, reducing operational costs and increasing practice profitability.
- Specialized in billing for procedures like dental sleep medicine, implants, TMJ treatments, and oral cancer screenings.
- Improved patient satisfaction and streamlined processes through continuous technology optimization.

### **Farmagain – Coimbatore, Tamilnadu, India**

City: Coimbatore, Tamilnadu | Country: India

## Sales and Product development Associate

[ 01/12/2020 – 02/02/2021 ]

- Collaborated with sales and customer support to offer product bundles to business and retail customers.
- Presented findings and insights to senior management to drive strategic initiatives.
- Developed and executed marketing and communication strategies in collaboration with the product marketing office.
- Managed dealer sales and monitored performance at dealer locations.

### **Del Monte Foods (Field fresh Foods Pvt. Ltd.,) – Hossur, Tamilnadu, India**

City: Hossur, Tamilnadu | Country: India

## Farming and quality Associate

[ 02/11/2019 – 02/02/2020 ]

- Hands-on training in raw material sourcing and quality control for fresh produce (Tomato, Baby Corn, Maize, Seasonal Fruits).
- Managed raw material processing and quality control throughout the production process to ensure high standards in the final product.
- Generated invoices, particularly for Syngenta seeds, and collaborated independently with customer teams to clarify delivery needs and manage daily tasks.

## EDUCATION AND TRAINING

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### Master of Science (MSc)

**Politecnico Di Milano** [ 12/09/2022 – 21/10/2025 ]

City: Milan | Country: Italy | Website: <https://www.polimi.it/> | Field(s) of study: Agricultural Engineering | Level in EQF: EQF level 7

### Bachelor of Engineering (BE)

**Anna University (Sri Shakthi Institute of Engineering and Technology)** [ 06/08/2016 – 10/10/2020 ]

City: Coimbatore, Tamilnadu | Country: India | Website: [www.annauniv.edu](http://www.annauniv.edu) | Field(s) of study: Agriculture Engineering | Final grade: 7.4 | Level in EQF: EQF level 6

## LANGUAGE SKILLS

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**Mother tongue(s):** Tamil

## Other language(s):

### Hindi

LISTENING C2 READING C2 WRITING C2

SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

### English

LISTENING C2 READING C2 WRITING C2

SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

### Italian

LISTENING A1 READING A1 WRITING A1

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## SKILLS

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### Personal Skills

Microsoft Office Tools / Data analysis & Data Management / Web Browsing & Web Based Application / Team Work and Team Leadership / Time Management / Customer Relationship Management / Creativity and Attention to Details

## HOBBIES AND INTERESTS

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Travelling, Painting and Socializing with people

## PROJECTS

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[ 07/10/2024 – 21/10/2025 ]

**Master's Thesis – Implementation of Dutch Farming for Tomato Cultivation in South India** Associated with Fondazione Politecnico di Milano. Designed and implemented a passive hydroponic system integrated within a protected greenhouse structure to enable year-round tomato and leafy vegetable production in tropical climates. The project focused on sustainability, achieving up to 70–90% water savings and 60% reduction in nutrient use compared to traditional farming. The system promotes resource efficiency, climate resilience, and supports small and medium-scale farmers through accessible, low-cost, and eco-friendly agricultural technology aligned with the UN Sustainable Development Goals (Zero Hunger, Responsible Consumption, and Climate Action).

[ 01/01/2024 – 01/04/2024 ]

**Presented a plastic recycling into sustainable & innovative solution into 3D printing filaments** Associated with Fondazione Politecnico di Milano. Developed and presented a business proposal focused on recycling plastic waste into high-quality 3D printing filaments, offering a sustainable and innovative solution within the 3D printing industry. The proposal included a detailed market analysis, product development plan, and financial projections to demonstrate the viability and environmental impact of repurposing plastic waste. This project highlighted a circular economy approach, aligning with sustainable business practices while addressing plastic waste reduction.

[ 01/01/2024 – 01/03/2024 ]

**Materials used in Nutrient Delivery analyzed different methods of Nutrient delivery to crops.** Associated with Fondazione Politecnico di Milano. This project focused on evaluating various materials and methods used in nutrient delivery systems for crops, aiming to optimize agricultural productivity and sustainability. Through in-depth analysis, the project examined the effectiveness of different delivery techniques such as foliar sprays, soil conditioners, and controlled-release fertilizers in enhancing nutrient uptake as well as the use of Hydroponics, Aeroponics system. The study provided insights into material efficiency, cost-effectiveness, and environmental impact, supporting improved crop health and sustainable farming practices.

[ 01/09/2023 – 01/12/2023 ]

**CAVIRO EXTRA company's LCAs and KPIs and their numbers related to the SDGs** Associated with Fondazione Politecnico di Milano. Conducted a comprehensive project for CAVIRO EXTRA, focusing on Life Cycle Assessments (LCA) and Key Performance Indicators (KPIs) to evaluate sustainability metrics aligned with the United Nations

Sustainable Development Goals (SDGs). This project involved assessing the company's environmental impact, analyzing data on resource use, emissions, and waste, and developing strategies for sustainable agriculture. By linking KPIs to specific SDGs, the project provided actionable insights into CAVIRO EXTRA's commitment to sustainability and eco-efficient practices

[ 01/09/2023 – 01/12/2023 ]

**Report on Critical Incident Analysis (Company - Packnback)** Associated with Fondazione Politecnico di Milano. Developed an in-depth report on critical incident analysis for Packnback, focusing on identifying, assessing, and mitigating operational risks. This project aimed to enhance the company's resilience by examining previous incidents, evaluating root causes, and implementing proactive measures to minimize future disruptions. Key areas included supply chain vulnerabilities, response protocols, and risk mitigation strategies, strengthening Packnback's ability to adapt and maintain operational stability under pressure.

[ 01/09/2023 – 01/12/2023 ]

**Mapping innovative solutions available for organic INDIAN Cotton production and supply chain (Collaborated with FAIRTRADE COMPANY)** Associated with Fondazione Politecnico di Milano. In collaboration with FAIRTRADE Company, this project focused on researching and mapping sustainable, innovative practices within the Indian organic cotton industry. The aim was to identify and document solutions that enhance organic cotton production efficiency and supply chain transparency while ensuring fair labor practices. Key aspects included sustainable farming techniques, eco-friendly processing, and streamlined supply chain management to support ethical sourcing from farm to market. In collaboration with FAIRTRADE Company, this project focused on researching and mapping sustainable, innovative practices within the Indian organic cotton industry. The aim was to identify and document solutions that enhance organic cotton production efficiency and supply chain transparency while ensuring fair labor practices. Key aspects included sustainable farming techniques, eco-friendly processing, and streamlined supply chain management to support ethical sourcing from farm to market. Skills: International Marketing · Business Development

[ 01/02/2023 – 01/04/2023 ]

**Identification and development of biodegradable materials and technologies for sustainable mulching** Associated with Fondazione Politecnico di Milano. Focused on creating environmentally-friendly alternatives to traditional plastic mulching, this project explores biodegradable materials and innovative technologies for sustainable mulching practices. Through material testing, research on natural polymers, and field trials, the project aims to enhance soil health, reduce waste, and support sustainable agriculture. By improving soil moisture retention and minimizing weed growth, these biodegradable mulches contribute to environmentally-resilient farming practices.

[ 01/02/2023 – 01/04/2023 ]

**Control of a batch chemical process testing and simulation through Arduino board and PLC** Associated with Fondazione Politecnico di Milano. This project involved designing and simulating a batch chemical process control system using an Arduino board and PLC (Programmable Logic Controller) technology. The objective was to automate chemical batch processing, enhancing precision, safety, and efficiency in industrial settings. Key tasks included programming the Arduino for real-time data monitoring, simulating process conditions, and integrating the PLC to achieve seamless control over temperature, flow rate, and reaction time.

[ 01/03/2019 – 01/10/2019 ]

**Seed ball making machine** Associated with Sri Shakthi Institute of Engineering and Technology. Designed and Developed the seed ball-making machine and also tested the efficiency and cost analysis.

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*The information presented in this resume accurately reflects my qualifications and experience.*

Milan, Italy, 28/10/2025



Sowmya Palanichamy