

# Varun Agarwal

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## Education

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**R.V. College of Engineering, Bengaluru**, BE in Computer Science & Engineering (Cyber Security) Oct 2022 – Present

- GPA: 7.70 (till 5th semester)
- **Coursework:** Data Structures and Algorithms, Operating Systems, Computer Networks, Database Management Systems, Object-Oriented Programming, Software Engineering, Theory of Computation, Artificial Intelligence, Machine Learning, Web Technologies, Cybersecurity

**City Montessori School, Lucknow** Jul 2009 – Jul 2021

- ICSE(10th): 91.4%
- ISC(12th): 93.75%

## Experience

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**Business Development Associate (Intern)**, Snowball – Bengaluru, India (Remote) Apr 2025 – Jun 2025

- Identified and qualified high-potential leads using AI-powered prospecting tools, improving outreach efficiency
- Conducted market and customer analysis to tailor outreach strategies and optimize conversion rates
- Initiated and managed email and call campaigns to engage prospective clients and drive early-stage sales
- Maintained and updated CRM systems to ensure clean, actionable data for tracking performance and follow-ups
- Collaborated with technical teams to draft custom proposals and align solutions with client requirements
- Monitored KPIs and assisted in compiling reports to measure lead quality, pipeline growth, and conversion metrics

## Projects

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### Haven – Real-Time Disaster Response Platform

- Built a real-time disaster management platform to monitor emergencies, manage resources, and coordinate response teams using IoT, analytics, and interactive maps.
- Implemented dashboards with live sensor feeds, resource tracking, and report generation across multiple roles with authentication via Supabase.
- Integrated Arduino-based sensors for environmental monitoring and Node.js serial communication for real-time data collection.
- Tools Used: React (TypeScript), TailwindCSS, Leaflet, Chart.js, Supabase, Node.js, Arduino, Docker.

### WeCareHospitals

- Developed a full-stack hospital management system with secure, role-based access for admins, doctors, staff, and patients.
- Streamlined key operations like appointments, billing, inventory, and patient records through a clean web interface.
- Tools Used: Django, HTML, CSS, JavaScript, Bootstrap, SQLite.

## Technologies

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**Languages:** Java, Python, C, JavaScript, HTML, CSS, SQL

**Frameworks & Libraries:** React.js, Node.js, Express, Django, Flask, Spring Boot, TensorFlow, PyTorch, Scikit-learn, Pandas, NumPy, JUnit, PyTest, Jest

**Databases:** MySQL, PostgreSQL, MongoDB, Firebase

**Tools & Platforms:** Docker, AWS, Google Cloud, Git, Firebase