Advaitha Sreenivas

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in LinkedIn   GitHub

CAREER OBJECTIVE

Goal-oriented and highly motivated professional aspiring to build a long-term career in Sales. Strong communication skills with the ability to understand customer needs, present solutions effectively, and consistently work towards achieving and exceeding performance targets. Seeking an Inside Sales Associate role to contribute to business growth while developing expertise in consultative selling.

EDUCATION

Bachelor of Technology in Artificial Intelligence and Machine Learning   2022–2026
Vardhaman College of Engineering, Shamshabad
CGPA: 8.41

Intermediate (MPC)   2020–2022
Alphores Junior College, Karimnagar
CGPA: 8.78

Secondary School (10th Grade)   2020
Paramita High School, Karimnagar
CGPA: 10.0

KEY SKILLS

- Excellent Verbal and Written Communication

- Lead Qualification and Customer Engagement

- Target-Oriented and Performance-Driven

- Objection Handling and Basic Negotiation

- Relationship Building and Follow-up Management

- Analytical Thinking and Problem Solving

- Adaptability and Quick Learning

PROJECT EXPERIENCE

- **Real-Time Face Emotion Detection through AI**
  Developed an AI-based emotion recognition system. Strengthened analytical ability and presentation skills by explaining complex technical concepts clearly to peers and evaluators.

- **Cloud Intrusion Detection System**
  Built a machine learning model using SVM and Random Forest to detect anomalies in cloud systems. Enhanced data interpretation and solution-oriented thinking.

- **Rainwater Detection System**
  Designed a predictive system using machine learning concepts, improving real-world problem-solving capabilities.

Internship

AI/ML Intern – National Institute of Electronics and Information Technology (NIELIT) Aug 2024 – Oct 2024

Completed structured internship focused on Machine Learning using Python in a deadline-driven environment.

Technical Knowledge

Languages: Python, Java
Databases: MySQL
Cloud Exposure: AWS, Google Cloud

Certifications

- Employability Skills – JobReady (113 Hours) – Wadhwani Foundation

- AWS Academy Graduate – Data Engineering

- AWS Academy Cloud Foundations

- Google Cloud Computing Foundations

- MongoDB Python Developer Path

- Python Essentials 1 – Cisco Networking Academy