

# CHERUKURU KUMARA SWAMY

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## Summary

- ♦ I am a fourth year student pursuing Computer Science And Engineering ♦ Data Science @ Sree Vidyanikethan Engineering College, Tirupati.
- ♦ I am a student who is always ready for new experiences, learning new things and new people. I am a quick and flexible learner and always desperate to find an idea which will have a great impact on people and world as well.
- ♦ I am currently working on web Development and I did some of the websites (personal) as a part of practice. I can make a good responsive websites which look like professional sites.
- ♦ I am also interested in Web Development.
- ♦ I did some courses on Salesforce, Python and I have a decent Knowledge on Market Strategy.
- ♦ I am very much interested in coding and I have good knowledge at programming languages like Python and Java script. I am good at Web Development.
- ♦ I did some personal projects on Python,
- ♦ I have keen interest in Artificial Intelligence.
- ♦ I am very good at socializing with people around me. so, I am good at team working and leadership....

## Experience



### Web Development Intern

#### CodeClause

Jul 2023 - Present (1 month)

An enthusiastic engineering graduate proficient in various programming languages such as Java Script, Python along with knowledge of problem solving skills that enable me to tackle challenges effectively. Efficient organizer and a decisive leader with the capability to motivate teams to excel. Proficiency in grasping new technical concepts quickly and utilizing the same in a productive manner.



### Salesforce Developer

#### Salesforce

Dec 2022 - Jul 2023 (8 months)

I was a part of building up sales strategies, documents, identifying a new revenue base in IT education. I was transferred to identify a new revenue stream and make sure we could successfully implement the training programs.

Achievements:

- Overall business development and created strategic initiatives.
- Reached my own and tracked regional sales targets
- Made sure my team members got promoted with full sales training, professional development and guidance around the main components of our business model and sales process
- Attended the internal Leadership & Management courses
- Training all new hires and internal associates globally to increase sales amongst our recruiters
- Successfully planned and organising courses around the world in conjunction with our partner Salesforce
- Liaising with our partners and c-level executives, managing my own and colleague's client meetings

- Attended conferences and other events to promote and create brand awareness
- Identify the right candidate from our client's demand
- Follow the full recruitment process
- Maintaining and building new business relationships

## Education



### **MTF Institute of management**

Diploma of Education, Digitalization of Retail Banking

Jan 2023 - Jun 2023

Introduction to digitalisation of sales, service, operations at Retail Banking and as an example for each area of business development

- Usage of Digital tools for growth of business, as a part of Marketing and Online Business Strategy
- Investment profitability planning and assessment. Overall approach of profitability calculation, excel usage, retail banking products net profit calculation, analysis of profitability drivers.
- Digitalisation at Consumer Lending, Mortgage and Retail
- Digital tools at B2B Sales, B2C Sales, Customer Relationship Management CRM
- Factors of budgeting of digital teams
- growth of sales
- growth of cross-sale
- growth of clients loyalty (NPS, CSI)
- decrease of cost level
- decrease of risk level



### **Sree vidyanikethan engineering college**

Bachelor of Technology - BTech, Computer Science

Mar 2020 - Mar 2024

- Supported work environment management initiatives, contributing to the development and maintenance of a positive and inclusive workplace culture
- Participated in training and development activities, helping to deliver and coordinate learning programs for employees
- Contributed to the processing and administration of company policies and practices, ensuring compliance and consistency across the organization



### **Zero To Mastery Academy**

Bachelor's degree, Computer Science

Mar 2022 - Mar 2023



### **Viswasai educational institution**

Intermediate , mpc

Mar 2018 - Mar 2020



### **Keshava Reddy educational institutions**

SSC

Mar 2017 - Apr 2018

Self driven

## Licenses & Certifications



**Postgraduate Diploma: Digitalization of Retail Banking** - Udemy

Issued Jan 2023 - Expires Jun 2023



**Python Developer** - Udemy



**Level 10 Expert** - Pearson Professional Programs



**Salesforce Certified Platform Developer I** - SmartInternz

## Skills

Databases • SQL • Web Testing • JavaScript • Web Development • Web Services • Web Applications • Web Content Writing • Web Analytics • Responsive Web Design