

Devesh Sanjay Kulkarni

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SKILLS

- MS Excel
- Data Analytics
- MS Word
- Communication
- Team Management
- Salesforce

EDUCATION

VIT Bhopal University <i>Bachelor of Technology in Computer Science and Engineering</i>	June 2021- Present (CGPA: 8.64)
Sarosh Junior College <i>Class XII</i>	Graduated – May 2021 (Percentage – 92.67%)
P.S.B.A English School <i>Class X</i>	Graduated – May 2019 (Percentage – 88%)

CERTIFICATIONS

Salesforce Platform Developer	Achieved April 2024
AWS Certified Cloud Practitioner	Achieved February 2024

PROJECTS

Manage Leads and Opportunities in Salesforce Lightning Experience

- Sales Alignment: Understanding lead and opportunity management to better align sales processes with product goals.
- Pipeline Insights: Leveraging CRM tools to track and optimize customer interactions.
- Data-Driven Decision-Making: Using sales data to inform product strategies and feature prioritization.

CropCast Webapp

- Designed and developed a web platform to provide farmers with actionable insights on crop selection, fertilizer usage, and disease prevention, contributing to increased crop yield and sustainable practices.
- Collaborated with cross-functional teams to integrate machine learning models using Python libraries such as Pandas and Scikit-Learn.
- Conducted user research to identify farmers' pain points and prioritized features based on feedback, aligning them with sustainability goals to enhance usability and drive strategic product design decisions.

WORK EXPERIENCE

Salesforce Developer Virtual Internship	April 2023 – May 2023 Remote
<ul style="list-style-type: none">• Completed a curated learning path focused on Salesforce development, CRM tools, and business process automation.• Built and optimized applications such as a Suggestion Box and Sales Pipeline Tracker, focusing on user feedback collection and lead management.• Gained hands-on experience in CRM workflows, sales alignment, and data-driven decision-making to support product strategy and prioritization.• Designed automation processes using Salesforce Flow, improving operational efficiency and reducing manual tasks.	

EXTRA- CURRICULAR AND ACHIEVEMENTS

Extracurricular

- First Place in the State Level Cricket Tournament conducted by the Maharashtra Government.
- Served as Drama Head of the Marathi Club at VIT Bhopal for a period of 6 months.
- Hobbies are playing cricket, participating in drama and theatrical performances, and playing the musical instrument Tabla.
- Proficient in 3 languages that are English, Hindi and Marathi