

SAUMYA TIWARI

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Education

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| Vellore Institute of Technology, Bhopal <i>B.Tech - Computer Science and Engineering - CGPA - 7.8</i> | 2022 – 2026 <i>Bhopal, Madhya Pradesh</i> |
| Delhi Public School, Noida <i>Class XII - 82% — Class X - 89%</i> | 2019 – 2021 <i>Noida, Uttar Pradesh</i> |

Projects

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| HubSpot Sales Pipeline Automation & Analytics W — HubSpot, ChatGPT, Python | 2024 |
| <ul style="list-style-type: none">Developed automated HubSpot pipeline tracking system monitoring deal progression, flagging risks, and generating weekly leadership reports with 95% accuracy.Integrated ChatGPT API for intelligent lead scoring and follow-up message generation, improving sales team productivity by 40%.Built comprehensive dashboards tracking conversion rates, deal velocity, and revenue forecasts for strategic decision-making. | |
| AI-Powered Market Research & Campaign Optimizer W — Claude, ChatGPT, Excel | 2024 |
| <ul style="list-style-type: none">Automated competitor analysis and customer segment research using AI tools, reducing research time by 70% while improving insight quality.Created dynamic Excel dashboards with pivot tables tracking campaign performance, target account insights, and messaging effectiveness.Implemented workflow automation for generating personalized outreach messages and performance analytics reports. | |
| Revenue Operations Dashboard & KPI Tracker — Power BI, SQL, Excel | 2023 |
| <ul style="list-style-type: none">Designed comprehensive RevOps dashboard tracking deal health, productivity metrics, and growth opportunities with real-time data visualization.Automated weekly review processes for sales teams, surfacing blockers and optimizing win rates through data-driven insights.Built scalable reporting framework supporting leadership decision-making across multiple business functions. | |

Experience

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| Team Lead, AI & Strategy Club W <i>VIT Bhopal</i> | 2023 – 2024 <i>Bhopal, MP</i> |
| <ul style="list-style-type: none">Managed cross-functional team of 8 members, driving AI tool adoption workshops with ChatGPT and Claude integrations for 200+ students.Built automated reporting dashboards tracking club performance metrics, member engagement, and event ROI using data visualization tools.Collaborated with college administration and external partners to secure sponsorships worth 50,000+ for tech events. | |

Technical Skills

- CRM & Sales Ops: HubSpot (Advanced), Salesforce basics, Pipeline management, Deal tracking, Revenue forecasting
- AI Automation: ChatGPT, Claude, Zapier, n8n basics, Workflow optimization, Task automation
- Analytics & Reporting: Excel (Advanced dashboards, Pivot tables), Power BI, SQL, Google Analytics, KPI tracking
- Strategy & Research: Market analysis, Competitor research, Customer segmentation, Campaign performance analysis
- Technical: Python (automation scripts), API integrations, Data visualization, Dashboard development
- Communication: Stakeholder management, Cross-functional collaboration, Executive reporting, Call documentation

Certifications

- HubSpot Sales Software Certification - Advanced CRM and pipeline management
- Google Analytics Certified - Digital marketing and campaign performance tracking
- ChatGPT & AI Automation Certificate - Workflow optimization and task automation

Extracurricular

- Inter-College Business Case Competition Winner - Strategic analysis and presentation skills under pressure
- Organized tech fest with 500+ participants - End-to-end event management, stakeholder coordination, and budget optimization
- Led AI workshop series attracting 200+ students - Knowledge sharing and community building in emerging technologies