

Hardik Kankane

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Education

Vellore Institute of Technology, Bhopal , B.Tech in Computer Science	Aug 2021 – Present
• CGPA: 8.39/10.0	
Bal Bhawan School, Bhopal , XII Standard	Jul 2020 – Jul 2021
• Percentage: 94.0/100.0	
Bal Bhawan School, Bhopal , X Standard	May 2018 – May 2019
• Percentage: 92.6/100.0	

Professional Experience

Shubham Sales (Logistics & FMCG)

- Led the integration and management of an ERP system, optimizing operations and enhancing data-driven decision-making, resulting in a 30% reduction in turnaround time and a 25% increase in operational efficiency.
- Organized marketing and sales enablement strategies, using market research to identify and capitalize on new sales opportunities, resulting in increased lead conversion and increased revenue by 25%.
- Mentored team members on best practices in community engagement, process improvement, and engagement assessment techniques, leading to a 30% increase in team efficiency and a 20% improvement in customer engagement metrics
- Using analytical tools to monitor performance metrics, including conversion factors and average revenue per lead, ensuring continuous process enhancements and the achievement of sales targets; resulting in increasing participation by 20%.

Projects & Events

Lead Organizer & Strategic Coordinator	VITBMUN'23
<ul style="list-style-type: none">• Spearheaded the organization of VITBMUN'23, coordinating with stakeholders, delegations, and sponsors to execute a high-impact Model United Nations event that enhanced institutional brand visibility and strategic communication.• Developed comprehensive event strategies, including budgeting, scheduling, and promotional campaigns, resulting in a 40% increase in participant engagement.• Leveraged effective public speaking and negotiation skills to secure partnerships and drive collaboration across teams.	
Event Organizer & Communication Strategist	Rajneeti Rangmanch
<ul style="list-style-type: none">• Orchestrated Rajneeti Rangmanch, a high-profile debate competition, managing end-to-end event planning, execution, and post-event analysis to foster a competitive and engaging environment. Increasing club visibility by 23%• Developed and implemented targeted communication strategies, including social media outreach and stakeholder engagement, which resulted in a 35% increase in audience participation.• Moderated 10+ Rajneeti Rangmanch debate sessions between student teams, reaching a live audience of 100+ students	

Extracurricular

GSSOC	May 2023 – Sep 2023
<ul style="list-style-type: none">• Actively contributed to open-source projects, bolstering community engagement by 50% and enhancing collaborative development practices.	
Google Developer Student Club	Sep 2023 – Nov 2023
<ul style="list-style-type: none">• Completed Google Cloud Computing Foundations, engineering cloud-native solutions with 15+ Google Cloud services to enhance proficiency by 40%.• Achieved Diamond league status through innovative cloud solutions and participation in competitive challenges.	

Additional

- **Technical Skills:** Python, DBMS, Data Structures, Linux, Cloud Computing, GCP, Market Research, Analysis.
- **Business Skills:** Strategic Planning, Business Outreach, Market Segmentation, Customer Relationship Management, Team Leadership.
- **Certifications:** Cloud Computing (NPTEL), Google Project Management (Coursera).