

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

Business Development Associate – Family Business (Logistics & FMCG)	[Your Start Date] – Present
<ul style="list-style-type: none">• Spearheaded the integration and management of an ERP system, streamlining operations and improving data-driven decision-making, resulting in enhanced efficiency and reduced turnaround time.• Orchestrated business outreach and sales enablement strategies, leveraging market research to identify and capitalize on new sales opportunities, thereby increasing lead conversion and revenue.• Mentored team members on sales best practices, process improvement, and market assessment techniques, fostering a collaborative environment that accelerated business growth.• Utilized analytical tools to monitor performance metrics, including conversion factors and average revenue per lead, ensuring continuous process enhancements and achievement of sales targets.	

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.• Developed and implemented targeted communication strategies, including social media outreach and stakeholder engagement, which resulted in a 35% increase in audience participation.• Facilitated dynamic discussions and moderated debate sessions, showcasing strong interpersonal and leadership skills.	

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, ERP Systems, Market Research, Sales Enablement.
- **Business Skills:** Strategic Planning, Business Outreach, GTM Strategy, Market Segmentation, Customer Relationship Management, Data Analytics, Team Leadership.
- **Certifications:** Cloud Computing (NPTEL), AI for Cyber Security with IBM Qradar (Smartinternz), Google Project Management (Coursera), Google Cybersecurity Certificate (Coursera).