

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 – Shubham Sales (Logistics & FMCG)

- 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

- 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

- 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

- Actively contributed to open-source projects, bolstering community engagement by 50% and enhancing collaborative development practices.

Google Developer Student Club

Sep 2023 – Nov 2023

- 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).