

Ronak Jaiswal

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EDUCATION

IIIT, VADODARA

B.TECH - CSE CPI - 6.60/10

Dec 2020 - Jul 2024 | Gandhinagar, Gujarat, India

M. B. INTERNATIONAL SCHOOL

SENIOR SECONDARY EDUCATION

PR - 68.40%

2019 - 2020 | Kota, Rajasthan, India

SKILLS

MANAGEMENT

Client Relationship | Team Management

On-boarding | Customer life cycle

Account | Cross-functional Collaboration

COMMUNICATION

Public Relations

Fundraising | Directing

Consulting | Negotiating

FINANCIAL SKILLS

Future Growth Projection

Invoicing | Forecasting Trends

Budget Management | Billing

ANALYTICAL SKILLS

Data Organization

Calculating | Clarifying

Compiling | Statistics

Program Evaluation

SOFTWARE

Programming Languages:

C • Java • Kotlin • XML • HTML • CSS •

JavaScript

WEB 3:

Tokenomics • DeFi • Ethereum

Softwares:

Android Studio • Figma • Odoo CRM •

CRM Software • Photoshop •

LightRoom • Canva

LANGUAGES

Hindi • English

CERIFICATIONS

Foundations of Project Management

Pixise - Co-Convenor

EXPERIENCE

SALES BUSINESS ADVISOR - ODOO | SDR INTERN

January 2024 - Present | In-Office

- **Direct Sales Leader:** Consistently exceeded NRR and MRR targets through client consultations and effective product demos.
- **Client Success Champion:** Leveraged follow-up strategies to understand client needs, propose Odoo solutions, and drive sales growth.
- **Partnership Builder:** Secured 3 new Odoo partners (1 base, 2 medium), boosting lead generation and client acquisition efforts. Communicated Odoo's partnership program effectively, on-boarding new clients and building valuable partnerships.

TACZCLUB PVT. LTD. | PRODUCT MANAGER INTERN

May 2023 – Aug 2023 | Remote

- **Spearheaded Cohesive Development:** Led a team of 3 skilled developers to successfully deliver a unified web and mobile application for a new product.
- **Market-Driven Project Champion:** Championed a project with a strong market fit. Conducted thorough market research to ensure the product addressed a growing market need.
- **Bridge Between Teams:** Fostered seamless communication across all teams and upper management. Delivered clear and consistent reports throughout the project lifecycle.

POSITION OF RESPONSIBILITY

KREIVA - THE CULTURAL FEST OF IIIT VADODARA | LEAD ORGANIZER

Jan 2023 | Gandhinagar, Gujarat

- Managed a 10 lakh event budget, securing 3L+ in sponsorships from multiple brands.
- Oversaw and coordinated 130 individuals, including volunteers, across diverse event teams.

PRESIDENT CULTURAL COMMITTEE, IIITV | LINK

Jul 2022 - Sept 2023

- Successfully organized various events, including Abhivyakti, Karwaan, Freshers, Republic Day, Independence Day, and more.

JOINT-SECRETARY OBSCURA - THE PHOTOGRAPHY CLUB, IIITV | LINK

Jul 2021 - Jul 2022

- Conducted 15+ events and workshops in photography and videography.

MEMBER

The Finance & Consulting Club, IIITV

Shades : The Art Club , IIITV

Masqrade : The Drama Club , IIITV

gBit : The Robotics Club , IIITV

Dot : The Design Club , IIITV