

# AJAY BHUPATIRAJU

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**W** [https://universityinnovation.org/wiki/Fellow:Ajay\\_Kumar](https://universityinnovation.org/wiki/Fellow:Ajay_Kumar)

## OBJECTIVE

To obtain a challenging and dynamic role where my technical and leadership skills, along with my experience in business development and education technology, can contribute to the success of the organization.

## EXPERIENCE

- ★ Technology Support Specialist - Graduate Assistant, Cleveland State University (August 2022 - Present)
- ★ Head of Learning and Development, L4G Solutions Private Limited (April 2021 - July 2022)
- ★ Senior Business Development Manager, 4G Identity Solutions (November 2019 - March 2021)
- ★ Business Development Manager, BYJU'S - Think and Learn Pvt Ltd (July 2019 - November 2019)
- ★ Quality Assurance Analyst, Tech Mahindra Limited (December 2018 - June 2019)
- Exceptional performance as a multi-faceted GA at CSU, managing software, hardware, audio, video, and peripherals, while providing tech support and administration to faculty, students, and the public, reporting directly to the university director, all while pursuing an MIS degree.
- Provided technical support and administration for entire college, collaborated with hundreds of colleges across tens of states with millions of students as L&D Head, and managed biometric access of 1.3 billion Indians responsibly by coordinating with government and law enforcement agencies as a data handler and service provider.
- Successfully completed various technical certifications and courses from Google, IBM, and others.

## EDUCATION

- Master of Information Systems, Cleveland State University, [Spring 2024]
- Bachelor of Engineering in Electronics and Communication Engineering, Andhra University (2018)

## KEY SKILLS

- **Technical** : Cloud computing, Google Cloud Platform, Amazon Web Services, Azure, Docker, Kubernetes, Python, Java, SQL, NoSQL, HTML, CSS, JavaScript, React, Node.js, UX design, AI
- **Entrepreneurship**: Business development, Sales, Revenue generation, Market research, Customer relationship management, Project management, Collaborations, Partnerships
- **Leadership** : Team management, Strategic planning, Decision-making, Problem-solving, Communication, Presentation, Training and

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- Developed and launched L4G solutions with edutech platforms like Coursera, AWS, Google, etc., and generated significant revenue from international clients as a Business Development Manager.
  - Built successful careers for parents and students as a Business Development Manager at Byjus, and promoted innovation and entrepreneurship as a Brand Ambassador for APSSDC and Andhra Pradesh Government.
  - Inducted as University Innovation Fellow (UIF) of Hasso Plattner Institute of Design, Stanford University, and served as Chairperson and Senior Body Member of Indian Society for Technical Education (ISTE) students' chapter-I0.
  - Worked on several government initiatives which focused on bringing reforms in the Higher Education while working in APSSDC

## REFERENCES

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[Available upon request.]

mentoring, Result-oriented,  
Innovation, Adaptability

## AWARDS & CERTIFICATIONS

- Diploma in Entrepreneurship and Innovation from the International Institute of Entrepreneurship (i2e) by Northeastern University, Boston
  - Successfully launched Lean Start-up SpiderWeb, partially funded by AP Govt. and SRKR College, on the hands of AP Chief Minister
  - University Innovation Fellow
  - Google Associate Cloud Engineer Google UX and
  - AI & IBM Data Science courses on Coursera
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