

Louis Joseph Kavalam

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PROFESSIONAL SUMMARY

Technically-grounded **Business Development Professional** with a specialized focus on SaaS and Cloud solutions. Expert at translating complex technical architectures into high-impact business value and revenue-driving opportunities. Proven track record in market research, lead qualification, and consultative sales strategy. Multilingual communicator (English, Hindi, Malayalam, Tamil) dedicated to identifying growth opportunities and fostering long-term client relationships within the CRM and IT sectors.

EDUCATION

VIT Bhopal University Bachelor of Technology, Computer Science and Engineering	2022 – Present CGPA: 7.3/10
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STRATEGIC SKILLS

- Business Development:** Lead Generation, Market Research, Competitive Analysis, Cold Outreach, Sales Forecasting, Proposal Drafting, CRM Strategy
- Client Engagement:** Consultative Selling, Requirement Gathering, Stakeholder Presentations, Conflict Resolution, Public Speaking, Strategic Networking
- Technical Expertise:** SaaS Solutions, AWS Cloud (Practitioner Level), Oracle OCI Architecture, SQL, Python, Advanced Excel, Backend Workflow Automation

PROFESSIONAL EXPERIENCE

Real Estate CRM & Lead Platform	2023 – 2025
<ul style="list-style-type: none">Conducted buyer persona analysis and designed property showcase workflows aligned with sales strategy.Built structured inquiry pipelines and lead scoring frameworks to prioritize high-conversion prospects.Collaborated with stakeholders to bridge functional requirements with technical system architecture.	
Automated Sales Pipeline Backend	2026
<ul style="list-style-type: none">Engineered automated lead tracking and assignment system using NestJS and Prisma ORM.Improved reporting efficiency through optimized query design for real-time performance dashboards.	
CincoShare – Secure SaaS Strategy	2026
<ul style="list-style-type: none">Performed competitive benchmarking to identify enterprise adoption gaps in secure file-sharing markets.Developed value positioning documentation tailored for non-technical decision-makers.	

LEADERSHIP EXPERIENCE

Event Manager — EV Club, VIT Bhopal	2023
<ul style="list-style-type: none">Managed end-to-end execution of technical events for 200+ participants.Led sponsorship outreach, vendor coordination, and cross-functional team management.Mitigated operational risks and ensured seamless live event delivery.	

CERTIFICATIONS & INTERESTS

- AWS Cloud Practitioner
- OCI Migrations Architect Professional and Foundations Associate.
- MongoDB Associate Database Administrator
- Continuous learner in SaaS ecosystems, CRM architecture, and data-driven sales strategies
- Strong interest in governance frameworks and regulatory environments affecting tech businesses