

Louis Joseph Kavalam

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EXECUTIVE SUMMARY

Dynamic and results-driven professional with a strong foundation in operations, stakeholder management, and data-driven problem solving. Demonstrated success in managing large-scale events, leading cross-functional teams, and building scalable business solutions—including a dedicated Real Estate Management platform. Highly adaptable and eager to leverage a proactive entrepreneurial mindset, strong communication skills, and operational excellence to drive sales growth and client success at Rustate.

EXPERIENCES

Event Operations Manager, EV Club 2023 – 2024
VIT Bhopal University Bhopal, MP

- **Outreach & Acquisition:** Spearheaded marketing campaigns and outreach initiatives, successfully acquiring and engaging over **200+ attendees** for large-scale university events.
- **Stakeholder Management:** Acted as the primary liaison between technical teams, academic faculty, and external speakers, demonstrating strong negotiation and relationship-building skills.
- **Process Execution:** Managed end-to-end event logistics, identified process gaps in budgeting and scheduling, and implemented scalable solutions to ensure a seamless attendee experience.

Team Lead, Performing Arts 2023 – 2025
VIT Bhopal University Bhopal, MP

- **Team Management:** Directed and mentored a team of 15+ members, taking ownership of performance KPIs and ensuring high-quality execution under tight deadlines.
- **Operational Efficiency:** Streamlined logistical schedules, directly improving team productivity and participation consistency.

PROJECTS

Real Estate Management Dashboard (Client Lifecycle) 2025
Project Owner Individual Initiative

- **PropTech Strategy:** Designed and deployed a comprehensive digital platform tailored for the real estate sector to track property listings and manage client inquiries.
- **Lead Management Optimization:** Built workflows to track the client acquisition funnel, streamlining the customer experience from initial property search to inquiry submission.
- **Operational Scaling:** Implemented a secure admin dashboard to manage real-time dynamic inventory updates, directly mirroring real-world real estate operation needs.

Process Optimization & Data Automation System 2025
Data Analyst & Developer Individual Initiative

- **Bottleneck Resolution:** Identified a major operational bottleneck involving the manual sorting of over **10,000+ data assets** and conceptualized an automated solution.
- **Efficiency Gains:** Executed a data-driven workflow that organized datasets based on structured tags, effectively **reducing manual operational time by 90%**.

NGO Connection Platform (User Acquisition Funnel) 2024
Project Lead Group Initiative

- **Marketplace Dynamics:** Led a cross-functional team of 4 to launch a digital marketplace bridging non-profits with volunteers, driving active user engagement and retention.
- **Data-Driven Decisions:** Tracked user interaction data to optimize the matching funnel, showcasing an ability to use metrics to drive business decisions.

CORE COMPETENCIES

Sales & Operations: Client Lifecycle Management, Lead Tracking, Event Management, Process Optimization
Business Analysis: Data-Driven Decision Making, Root Cause Analysis, CRM Concepts, Excel/Google Sheets
Soft Skills: Stakeholder Communication, Cross-Functional Leadership, Negotiation, Adaptability
Technical Foundations: SQL, Python (Data Analytics), Cloud Platforms (AWS/Oracle) for scalable workflows

EDUCATION & CERTIFICATIONS

VIT Bhopal University 2022 – Present
B.Tech in Computer Science and Engineering CGPA: 7.3/10

- **Analytical Foundation:** Strong background in logical problem solving, data structures, and statistical probability.
- **Global Certifications:** AWS Cloud Practitioner, Oracle OCI Foundations, MongoDB DBA (demonstrates high learning velocity and analytical capability).