

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 VIT Bhopal University	2023 – 2024 Bhopal, MP
<ul style="list-style-type: none">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 VIT Bhopal University	2023 – 2025 Bhopal, MP
<ul style="list-style-type: none">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) Project Owner	2025 Individual Initiative
<ul style="list-style-type: none">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 Data Analyst & Developer	2025 Individual Initiative
<ul style="list-style-type: none">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) Project Lead	2024 Group Initiative
<ul style="list-style-type: none">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 B.Tech in Computer Science and Engineering	2022 – Present CGPA: 7.3/10
<ul style="list-style-type: none">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).	