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TECHNOLOGY SOLUTIONS PVT. LTD.

Spring Internship Report

PROJECT REPORT
ON

SALES BUDDY : AI BOT at ZODOPT

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1. Introduction

This document outlines the details of my internship at Zodopt Technology Solutions Pvt. Ltd., a technology-driven company known for building custom low-code business solutions. During this internship, I was actively involved in the research and development (R&D) of an internal initiative titled Sales Buddy — a smart assistant aimed at enhancing sales processes using AI technologies.

My role primarily focused on exploring the potential of AI in sales engagement, including the study of conversational AI models, automation flows, and customer interaction logic. I contributed to designing scalable conversation structures, evaluating third-party chatbot platforms, and drafting integration strategies with CRM systems. This hands-on R&D experience gave me deep insights into the practical applications of artificial intelligence in real-world sales environments, especially in the context of improving lead generation, qualification, and follow-ups through intelligent automation.

2. Company Details

Zodopt Technology Solutions Pvt. Ltd., headquartered in Bengaluru, India, is a technology-driven organization specializing in delivering intelligent low-code solutions that empower businesses to streamline operations and drive growth. With deep expertise in automation, CRM integration, and scalable system design, Zodopt crafts custom applications tailored to the unique workflows and strategic goals of its clients.

As an authorized Zoho partner, the company leverages cloud platforms to deliver end-to-end solutions across domains such as sales, finance, HR, and project management. Zodopt serves a wide range of industries — including retail, real estate, education, manufacturing, and enterprise consulting — helping organizations enhance customer engagement, optimize internal processes, and gain actionable insights through data-driven systems.

Beyond solution delivery, Zodopt places strong emphasis on continuous learning and the adoption of emerging technologies. The company actively fosters a culture of innovation, encouraging its team to explore modern tools, platforms, and methodologies to stay ahead in the fast-evolving tech landscape. This commitment to learning not only strengthens its internal capabilities but also ensures the delivery of forward-thinking, future-ready solutions to its clients.

3. Objectives of the Internship

- **Explore how LLM-based agents could automate data scraping – I was really curious to see how these AI agents could handle the tedious work of web scraping and whether they'd actually be practical for real-world use.**
- **Help the BANT scoring team collect LinkedIn data – My main task was to gather and clean up LinkedIn profile information using AI-driven tools, which would then feed into their scoring system.**
- **Test and compare different automation approaches – I wanted to get hands-on experience with various browser automation frameworks and language models to see which ones worked best for our needs.**
- **Develop my technical skills – This was a great opportunity to dive deep into prompt engineering, model integration, and tackle the messy reality of data extraction projects.**

4. Expected Outcomes

- **Technical Deliverables: I wanted to build a working web scraping pipeline powered by LLM-based browser agents that could reliably extract data. The end goal was to produce clean, structured JSON data that the BANT scoring system could immediately use.**
- **Practical Experience: I was keen to get real experience working with both local and cloud-based language models, seeing how they performed in actual task execution rather than just theory. I also wanted to properly understand the strengths and weaknesses of tools like BrowserAgent, WebAI Agent, and Playwright.**
- **Skill Development: This placement was perfect for improving my Python scripting abilities, getting better at debugging complex systems, and learning how to collaborate effectively within a technical team environment.**

5. Area of Work

During my internship, I was primarily responsible for developing the *data collection and automation pipeline* for the BANT scoring team using advanced AI agents and automation tools. My work progressed through several key phases:

- *Web Scraping with Browser-Use Agent (DeepSeek-R1:14B):* I started by integrating the DeepSeek-R1:14B local LLM with Browser-Use Agent to automate LinkedIn login and scraping. However, I ran into major delays because the model took ages to process each action, and the agent had a frustrating 20-minute timeout limit. The lack of UI visibility made it nearly impossible to trace what was happening during execution, which was quite frustrating.

- *Moving to WebAI Agent:* I decided to switch to WebAI Agent (created by the same developers as Browser-Use Agent), which was much more user-friendly. It showed me exactly what the model was thinking and doing in real time, plus it recorded everything on screen. They also extended the task duration to a full hour, which was a relief. Even though it still took quite a while to run, I managed to get it working properly - extracting profile data and formatting it as structured JSON.

- *Testing Different Models & Refining Prompts:* To speed things up and cut costs, I tried out other models including *LLaMA* and *Gemini (via Google AI Studio)*. Gemini's 1.5B API turned

out to be the sweet spot - good balance of speed and cost-effectiveness. I built some modular Python scripts that could pull specific bits of data in JSON format like education, work history, and achievements from LinkedIn profiles, then shared these results with the scraping team.

- *Experimenting with Playwright:* I also had a go at using Playwright for automated login and scraping. The initial setup worked fine, but I hit a snag when Google's login process opened a new browser window - Playwright can only handle one window at a time, so it couldn't cope. When I tried manual logins, Google's security kicked in and blocked me. Fortunately, other team members had better luck using *N8N workflows* and got their scraping sorted.

Overall, my work centered on i*ntegrating LLM agents, fine-tuning prompts, comparing different tools,* and *building partial automation systems*. This laid the groundwork for the more comprehensive scraping solutions that the team implemented later on.

6. Tools & Technologies

During the internship, I worked with quite a range of tools and technologies to tackle the automation and data scraping challenges. Here's what I used:

- Language Models I Experimented With:

- ***DeepSeek-R1:14*B – This was a local language model that could drive intelligent automation, though it was painfully slow.**
- ***LLaMA* – Lighter local models that were much faster to work with.**
- ***Gemini 1.5 (via Google AI Studio)* – My favorite in the end - cloud-based, quick, and excellent for structured data extraction through APIs.**

- Automation Tools:

- ***Browser-Use Agent* – Fascinating tool that uses LLMs to actually control Chrome browsers**
- ***WebAI Agent* – Much more advanced than BrowserAgent, with visual feedback and screen recordings that made debugging so much easier**
- ***Playwright* – Tried this for browser automation since it's known for speed, but it couldn't handle multiple windows which was a problem for us**

- Development & Supporting Tools:

- ***Python* – My main language for scripting, prompt engineering, and data handling**
- ***JSON – Used this format for all the structured LinkedIn data output***
- ***Google AI Studio – Handy for generating API keys and testing model outputs***
- ***N8N Workflow – My teammates used this no-code platform and had much better luck with their scraping pipelines***
- ***VS Code – My go-to code editor***
- ***GitHub – For version control and team collaboration***
- ***Chrome Browser – The target browser for all automation tasks***

This combination of tools gave us flexibility in building a semi-automated scraping pipeline, letting us choose the right model and approach based on what we needed - whether that was speed, accuracy, or keeping costs down.

7. Duration & Timeline

The internship was conducted over a period of 1Month, starting from 19th June 2025 to 21 July 2025. It was carried out in a hybrid format, under the mentorship and guidance of technical experts at Zodopt.

8. Conclusion

The internship at Zodopt Technology Solutions Pvt. Ltd. served as a bridge between academic knowledge and real-world application. It enhanced my understanding of AI in sales operations and improved my skills in solution architecture and integration planning. This experience has been instrumental in shaping my professional growth and preparing me for future industry roles.

Thank you