RUDRA PATOLE
MBA Digital Transformation | Batch of 2025-27
LinkedIn | **GitHub** | Age: 22

AI & Automation Engineer (Fresher) | MBA – Digital Transformation

Hands-on experience building **AI-powered automation and agentic AI systems** using RAG, LangGraph, LLM tool-calling, and browser automation to solve real business and consulting-style problems. Strong foundation in Python, data pipelines, and document intelligence, with **demonstrated ownership of end-to-end system design and delivery producing measurable business and project impact**.

EDUCATION

School of Business Management, NMIMS, Mumbai	**2025-27**
MBA Digital Transformation(CGPA:7.75/10)	
K.J. Somaiya Institute of Technology, Mumbai	**2021-25**
B. Tech Computer Engineering (CGPA: 8.08/10)	
**Higher Secondary (CBSE): 94.2%	Secondary (ICSE): 92.67%**	**2019-21**

INTERNSHIPS

Analyst Intern, Textify Analytics   **May 2024 – Aug 2024**
- Reported campaign KPIs via Google Analytics and CRM dashboards, boosting CTR by 12% and reducing ad spend inefficiency by 10%
- Boosted demo requests by 15% in 2 months for Textify's AI tools through targeted lead generation by identifying and engaging prospects

Intern, Software Development Cell (KJ Somaiya Institute of Technology)   **Mar 2022 – Jun 2022**
- Developed a Duplicate Marksheet module for the Examination System, enabling efficient record retrieval and still in operation today
- Designed and implemented a user-friendly and responsive user interface with secure database management and advanced filtering to streamline workflows

CORPORATE PROJECTS

Internal Company AI Analyst (RAG-Based Document Intelligence)   **Jan 2026**
- **Built an Internal Company AI Analyst** using Google Document AI and RAG to convert large annual reports into structured, evidence-backed knowledge, enabling accurate financial, risk, and strategy Q&A grounded strictly in company disclosures
- Architected and implemented **an end-to-end document intelligence pipeline** (batch parsing → IR → atomic facts → chunking → embeddings → vector search → LLM synthesis) with validation to prevent data loss and hallucination

AI-Powered Automation System for LinkedIn Easy Apply   **Nov 2025**
- Engineered an **AI-powered job application automation workflow** using Python and Playwright that scrapes LinkedIn jobs, scores job–resume fit with LLMs, and selectively applies only to high-match roles, reducing manual job application time by **~85%** through pre-application intelligence
- Implemented a **robust human-in-the-loop** and **adaptive memory system** to safely handle unknown or ambiguous form questions, enabling the agent to pause, request user input, learn from corrections, and progressively reduce manual intervention across future applications

AI-Driven Group Discussion Simulation Platform   **Dec 2025**
- Designed and orchestrated **a real-time AI-orchestrated Group Discussion (GD) simulation platform using LangGraph**, coordinating multiple AI participants via a central orchestration layer with turn logic, timing constraints, cooldowns, and live speech pipelines (LLMs, STT, TTS)
- Architected **an end-to-end AI agent lifecycle** with prompt-aware role conditioning, anti-repetition guardrails and post-GD analytics delivering structured feedback, participant insights, and performance diagnostics through coordinated agent orchestration

Automated Facebook Lead Generation & Multi-Channel Outreach System   **Oct 2025**
- Built an AI-powered multi-channel lead automation system using Playwright that scrapes Facebook groups, qualifies leads using LLM-based intent filtering, and orchestrates outreach across Facebook Messenger, WhatsApp, and Email, reducing manual lead generation time by 95%
- Designed an **intelligent lead qualification** and **deduplication pipeline** enabling IT & software services companies to reach **50+ qualified leads per session** with consistent messaging and zero manual data entry

Government Tender Discovery & Shortlisting Automation   **Sep 2025**
- **Automated daily checking of 30+ government tender portals using Python and Playwright**, replacing manual keyword searches, form submissions, and tender-by-tender checks with a single repeatable script
- Added simple fee and keyword-based checks **along with LLM-based review for edge cases** to filter out non-IT tenders early, reducing irrelevant results by ~90% and saving the business development team **15–20 hours of manual work every week**

SKILLS & CERTIFICATES

Technical Skills:
Python, SQL | RAG, LangGraph, LLM Tool Calling | Browser Automation (Playwright, Selenium), Web Scraping, n8n | Power BI | Google Cloud, API Integration | GitHub

Additional Certifications:
- Generative AI: Prompt Engineering Basics (IBM)
- AI Agents and Agentic AI with Python & Generative AI (Vanderbilt University)
- Data Analysis and Visualization with Power BI (Microsoft)

Hobbies/Interests : Gym, Singing, Cooking

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