

# Piyush Sayaji Torawane

Mumbai, Maharashtra | torawanepiyush@gmail.com | +91 9372746248

Linkedin: piyush-torawane | Github: piyushtorawane

## Professional Summary

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As a business-oriented professional who enjoys working closely with stakeholders to understand their needs and turn them into practical, value-driven solutions. I'm looking for a client-facing role where consultative selling and real business impact matter.

## Education

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Vellore Institute Of Technology,

July 2022 – July 2026

B.Tech. in Computer Science with specialization in AI & ML

- CGPA: 8.19/10

## Core Skills

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### FUNCTIONAL SKILLS

- Requirement Gathering & Solution Mapping, Consultative Selling & Discovery Conversations
- Client Presentations, Demos & Value Pitching, Business Problem Analysis & Structured Thinking
- Financial Compliance & Fintech Domain Awareness, Data Interpretation for Business Decision-Making

### SOFT SKILLS

- Communication & Active Listening, Objection Handling & Persuasion
- Leadership & Initiative, Adaptability in Dynamic Environments, Time Management & Ownership

## Projects

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### SEBI Safe Space – Financial Security & Compliance Platform

- Designed and presented a solution addressing fraud detection and advisor verification in financial systems.
- Converted regulatory requirements into a practical, easy-to-understand solution.
- Defined how the solution could be integrated into existing financial systems with minimal operational friction
- Presented the solution to industry evaluators focusing on usability and impact.

### AI-based Visual Intelligence Solution — Practical Use Case Design

- Conceptualized how image intelligence can be applied to real-time monitoring and identification use cases
- Focused on usability and accuracy from an end-user and business application perspective
- Demonstrated how such a solution can support security, surveillance, and automation scenarios.

## LEADERSHIP EXPERIENCE

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### Club Coordinator

2024 - 2025

#### Fintech club

- Led a team of 20+ members to organize finance and technology workshops
- Increased participation by 40% through structured outreach and communication.
- Coordinated with speakers, participants, and organizing teams to ensure smooth execution

## Certifications

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- Oracle Cloud Infrastructure Generative AI - Oracle
- Oracle AI Vector Search - Oracle
- Mckinsey Forward Program

## Achievements

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IIM Ahmedabad CaseStudy Challenge 2024: Ranked Top 15 teams globally in a 36-hour innovation case study challenge.

SEBI FINANCE HACKATHON Finalist

