

Piyush Torawane

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PROFESSIONAL SUMMARY

Business-oriented professional skilled in requirement analysis, stakeholder coordination, and presenting practical solutions. Seeking a client-facing Solution Consultant / Pre-Sales role focused on consultative selling and business impact.

EDUCATION

Vellore Institute of Technology B.Tech in Computer Science and Engineering	CGPA: 8.19	Sep 2022 - Present Bhopal, MP
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CORE SKILLS

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 Decisions,
SOFT SKILLS :	Communication & Active Listening , Objection Handling & Persuasion , Leadership & Initiative , Adaptability in Dynamic Environments , Time Management & Ownership

PROJECTS

SEBI Finance Hackathon — Financial Compliance & Fraud Prevention Solution (Finalist)	Aug 2025 – Oct 2025
<ul style="list-style-type: none">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	Jan 2024 – Mar 2024
<ul style="list-style-type: none">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 perspectiveDemonstrated how such a solution can support security, surveillance, and automation scenarios.	

LEADERSHIP EXPERIENCE

Club Coordinator Fintech Club	2024 – 2025
<ul style="list-style-type: none">Led a team of 20+ members to organize finance and technology workshopsIncreased participation by 40% through structured outreach and communicationCoordinated with speakers, participants, and organizing teams to ensure smooth execution.	

CERTIFICATIONS

Oracle Cloud Infrastructure GenerativeAI	Oracle
Oracle AI Vector Search	Oracle

ACHIEVEMENTS

- SEBI FINANCE HACKATHON Finalist**
- IIMAhmedabadCaseStudyChallenge2024:** Ranked Top15 teams globally in a 36-hour innovation case study challenge

