

Sohni Rais

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[Github](#) | [LinkedIn](#)

EDUCATION

Master in Information Systems | Northeastern University, Boston, MA **May 2025 (Expected)**

Coursework: Application Engineering and Development, Database Management and Database Design, Data Engineering methods and tools, Web Design and User Interface Engineering

Bachelor of Engineering in Information Technology | Marwadi University, Rajkot, Gujarat **May 2016**

Coursework: Object Oriented Programming with Java, Advance Java Technology, Software Engineering, Database Management System

TECHNICAL SKILLS

Programming Language:	Java, Python, JavaScript, React, HTML5, CSS, Node, Regex, SQL
Technologies:	Java Spring, Spring MVC, Java Spring, Microservices, Postman
Tools:	Docker, Netbeans, Jupyter Notebook, Jira, Slack, Visual Studio, Adobe XD, Figma, Sketch, Canvas, Microsoft Office, Microsoft Teams, Zoom

PROFESSIONAL EXPERIENCE

Silicon IT Hub Sales Data Analyst	April 2019 - May 2023 Ahmedabad, India
<ul style="list-style-type: none">Identified and targeted key businesses in digital and non-digital sectors resulting in a 25% increase in leadsDeveloped successful go-to-market strategies resulting in a 20% increase in new project winsManaged a portfolio of 30+ existing accounts and expanded business with 30% growth in revenueCollaborated with clients on various projects resulting in a 100% client satisfaction rateDeveloped and executed strategic initiatives to implement key changes and improvements in business development and sales programs	
MSP IT Concept Sales Data Analyst	August 2018 - March 2019 Ahmedabad, India
<ul style="list-style-type: none">Prospected new clients and assisted senior sales executives in expanding business with existing accounts.Analyzed clients' needs and identified creative solutionsProspected new clients resulting in a 15% increase in leadsAssisted senior sales executives in expanding business with existing accounts resulting in 10% growth in revenueAnalyzed clients' needs and identified creative solutions resulting in an 95% client satisfaction rate	
WhiteFox Global Solution Sales Development Representative	April 2017 -July 2018 Amreli, India
<ul style="list-style-type: none">Acquired business through online freelancing platformsPromoted the product through email campaigns and cold callingCreated and delivered consulting presentations, solutions and proposals according to market needs	

ACADEMIC PROJECTS

One-Boston- Drug Regulatory	Dec 2023
<ul style="list-style-type: none">Led creation of 'One Boston-Drug Regulator', a Java Swing application, focusing on intuitive user interface design.Developed specialized UI panels and login screens for different organizational roles to enhance user interaction and functionality.Integrated db4o database for efficient data management and robust backend support.Expertly managed the application's architecture, including ecosystems, networks, enterprises, and organizations, demonstrating advanced technical and organizational skills.	
Virtual University - Eduversity	Oct 2023
<ul style="list-style-type: none">Directed the front-end development of 'Virtual University - Eduversity', a comprehensive online educational platform, focusing on UI/UX design and system integration.Designed customized user interfaces for five distinct roles: Professor, Student, Administrator, Graduation Authority, and Employer, improving user experience and accessibility.Implemented innovative features such as transcript downloads for students using libraries like com.lowagie, Freechart.Developed 29 use cases to support a variety of functions and ensure a seamless workflow, including course selection and ratings for students, scheduling tools for professors, and transcript verification for graduation authorities.	