

# Sohni Rais

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## 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, CSS3, Node, Regex, SQL

**Technologies:** Java Spring, Spring MVC, Jupyter, MongoDB, Tailwind, 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** **April 2019 - May 2023**  
Sales Data Analyst Ahmedabad, India

- Identified and targeted key businesses in digital and non-digital sectors resulting in a 25% increase in leads
- Developed successful go-to-market strategies resulting in a 20% increase in new project wins
- Managed a portfolio of 30+ existing accounts and expanded business with 30% growth in revenue
- Collaborated with clients on various projects resulting in a 100% client satisfaction rate
- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs

**MSP IT Concept** **August 2018 - March 2019**  
Sales Data Analyst Ahmedabad, India

- Prospected new clients and assisted senior sales executives in expanding business with existing accounts.
- Analyzed clients' needs and identified creative solutions
- Prospected new clients resulting in a 15% increase in leads
- Assisted senior sales executives in expanding business with existing accounts resulting in 10% growth in revenue
- Analyzed clients' needs and identified creative solutions resulting in an 95% client satisfaction rate

**WhiteFox Global Solution** **April 2017 - July 2018**  
Sales Development Representative Amreli, India

- Acquired business through online freelancing platforms
- Promoted the product through email campaigns and cold calling
- Created and delivered consulting presentations, solutions and proposals according to market needs

## ACADEMIC PROJECTS

**One-Boston- Drug Regulatory** (Java & Java Swing based Fullstack Project) **December 2023**

- 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** (Java Swing) **October 2023**

- Directed the front-end development of 'Virtual University - Eduversity', a comprehensive online educational platform, focusing on UI/UX design and system integration developing in Java Swing.
- 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.