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, MangoDB, 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)   Dec 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)   Oct 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.