Rajeev Ranjan

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Professional Summary

Computer Science graduate with a specialization in E-commerce Technology, transitioning into technical sales and business development. Passionate about bridging the gap between complex technical solutions and business goals. Leveraging strong analytical skills, team leadership experience, and communication abilities to drive client success and sales growth.

Education

Vellore Institute of Technology   *2022 – 2026*
Bachelor of Technology, Computer Science and Engineering (Specialization in E-commerce Technology)
Current CGPA: **8.18**

Core Competencies & Skills

Sales & Interpersonal: Client Relationship Management, Technical Communication, Event Promotion, Public Speaking, Negotiation, Team Leadership.

Data Analysis & Tools: Power BI (Sales Reporting), Python (Data Analysis), SQL, MS Office Suite.

Projects

EI-matador: Financial Assistant Dashboard   *July 2025*
- Developed a financial dashboard solution to simplify complex investment data, ensuring intuitive access to financial insights for end-users.
- Conducted market-relevant integration of financial APIs to provide real-time, actionable data, enhancing the product's value proposition.
- Designed a responsive user interface (UI) to optimize user engagement and accessibility across devices.
- Managed the full product lifecycle from concept to deployment, ensuring a seamless experience for potential customers.

SpamCheck: SMS Spam Detection Tool   *August 2025*
- Built a security-focused product feature to filter spam messages, enhancing platform safety and user trust.
- Analyzed communication patterns to achieve 91% reliability, directly addressing user pain points regarding unwanted messaging.
- Demonstrated analytical capability by validating model performance with data-driven metrics, ensuring a high-quality product standard.
- Deployed the solution as a real-time service, minimizing latency to ensure a smooth customer experience.

Leadership & Extracurricular Activities

- **Team Lead in multiple hackathons:** Led cross-functional teams in high-pressure hackathon environments. Facilitated seamless communication and coordination between developers and designers, resolving conflicts to ensure timely product delivery and project success.
- **Volunteer, VIT iOS Club:** Spearheaded campus outreach initiatives to increase event participation. Successfully gathered crowds and promoted technical events to a diverse student body, demonstrating strong persuasion, networking, and community building skills.

Achievements

- 5 Star Rating in Java on HackerRank.
- Cleared TCS CodeVita (Season 13) Round 1.