

Rudra Patel

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Professional summary

- Final-year student with hands-on exposure to client onboarding and solution consulting. Interested in SaaS CRM and sales automation, with a strong inclination toward understanding customer needs and supporting value-driven sales conversations.
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Education

- **Vellore Institute of Technology, Bhopal(M.P.),India**
B.Tech in Computer Science with specialization in Cyber Security CGPA: 8.4 / 10.0
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Work Experience

- **Former Co-Founder, FYX Labs** *Jan 2025 – Apr 2025*
 - Co-founded a venture focused on operational digitization of offline businesses through tech enabling and automation with SEO,GMB and digital Marketing.
 - Supported client on boarding, BANT, fit with ICP, requirement analysis, execution tracking, and delivery coordination.
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Skills

- **Analysis Problem Solving:** Strategic research, data analysis, critical thinking, and solution design.
 - **Communication Documentation :** Reporting, demo flow documentation,RFQs/RFPs/RFIs acknowledgement and response, stakeholder coordination, presentations, and pitch support.
 - **Productivity Tools :**Time management with ownership mindset; Metricool management, zoho(CRM) , n8n(basics) and performance tracking
 - **Programming, Web Data:** SQL, AWS,DynamoDB, Power BI, Tableau, MS Excel,Sheets.
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Projects

- **CorpFin-360 — B2B AI-Powered Financial Analytics Platform.**
 - Implemented real-time AI processing pipelines via APIs to optimize platform performance.
 - Mapped customer use cases to AI capabilities, helping sales teams position the product as a decision-support solution during B2B demos.
 - **Air Arcade — Remote Game Streaming Application**
 - Improved platform performance and customer experience by enabling faster real-time processing and supporting a seamless, responsive application that allowed users to interact smoothly across multiple devices, ensuring reliability and ease of use for end users.
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Certifications & Professional Development

- Wells Fargo Commercial Banking Job Simulation – Financial Technology Solutions (2025)
- Accenture Nordics Consultant Job Simulation – Business Process Optimization (2025)
- AWS APAC Solutions Architecture Virtual Experience – Cloud Architecture & Scalability (2025)
- Citi Sales and Trading Virtual Program – Market Research & Analytics (2025)