## Santhosh kumar

Co-founder Ecovo | Al-Driven Marketing | Full-Stack Development (Frontend) | AI & Tech Enthusiast



## **ACADEMIC QUALIFICATIONS**

Year	Course	Institute	%/CGPA
2024-27	UG in Entrepreneurship	Institute of Venture building	7.4/10
2024-27	BCA	SRM University	7.27/10
2023	CLASS XII	YMCA Boys Town (State Board)	8/10
2021	CLASS X	YMCA Boys Town (State Board)	7/10

## ENTREPRENEURIAL / INTERNSHIP / WORK EXPERIENCE

**Ecovo** Co-founder Jan 2025 - Present Increased engagement by 25% using AI-driven personalization and growth strategies across digital channels.

Content Lead

- Established authority in the EV industry through data analytics, trend insights and boosting brand visibility.
- Conducted secondary research on business models, industry trends and market insights to shape strategic direction.

**Mcdonalds** Crew member June 2024 - Sep 2024

**Operations** 

- Achieved 85% CRM score, significantly boosting customer satisfaction and relationship quality.
- Maintained operational efficiency through timely service delivery and dependable execution.
- **Upheld high operational standards** by adhering to **cleanliness**, **safety** and **service protocols** consistently.

**Flipkart** Crew member Jan 2024 - June 2024

Customer Centric

- Exceeded delivery targets by 110% demonstrating efficiency and reliability while earning performance incentives.
- Optimized last-mile logistics and streamlined cash handling workflows, enhancing efficiency and accuracy.
- Resolved escalations promptly, improving customer satisfaction and reinforcing service trust.

Freelance **Event coordinator** Sep 2023 - June 2024

Coordinator

- Executed 5+ large-scale events (400-600 attendees) with zero failures, ensuring seamless coordination and delivery.
- Optimized stakeholder communication, reducing mismanagement by 30% and improving overall event execution.
- Fostered memorable attendee experiences by aligning event flow with audience engagement strategies.

## ACADEMIC & CO-CURRICULAR ACHIEVEMENTS / PROJECTS

Capstone project

- Studied trends in time-based elderly care models, identifying patterns in demand and delivery efficiency.
- Proposed a tiered incentive system for caregivers, boosting motivation, retention and business sustainability.
- Researched the eldercare industry, analyzing business models and innovation potential to guide strategy.
- **Conducted in-depth market research** to analyze **consumer behavior** and **retail patterns** for data-backed insights. Retail
  - Developed a financial report that supported strategic decisions on store performance and profitability.
  - Collaborated with cross-functional teams to evaluate pricing, merchandising and customer engagement strategies.

**Smart** E-library

**Portfolio** 

website

**Immersion** 

- Developed a responsive digital library using HTML, CSS and JavaScript ensuring cross-device compatibility.
- Integrated intuitive navigation for seamless book access and enhanced browsing experience.
- Focused on frontend performance and clean UI/UX, improving accessibility and usability.

- Built a dynamic, responsive portfolio using React.js, showcasing projects, skills and personal brand. Implemented dynamic projects, animations and modern UI with Tailwind CSS to enhance visual and performance.
- Integrated contact form, resume download and dark/light mode toggle to enhance UX and functionality.

Cyber Security

**Project** 

- Researched emerging cyber threats and their impact on startups, identifying key vulnerabilities.
- **Developing quantum-resistant encryption** to secure future digital communications from **next-gen threats**.
- Designed risk mitigation strategies to boost online safety and business resilience amid evolving threats.
- Conducted comparative analysis of cyber incidents startups to identify trends and inform prevention frameworks.