

SARVESH KOTHULE

Aurangabad, Maharashtra

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EDUCATION

Vellore Institute of Technology | B.TECH
Computer Science and Engineering; GPA: 8.23

Bhopal, India
June 2021 - August 2025

Vivekanand Jr. College of Science | 12th
Percentage: 89.00%

Aurangabad, India
June 2020 - June 2021

UPS English High School | 10th
Percentage: 93.20%

Aurangabad, India
June 2018 – June 2019

SKILLS SUMMARY

- **Technical Skills:** JavaScript, Python, SQL, Excel
- **Software and Tools:** MySQL, MongoDB, Git, CRM Software, Salesforce CRM, Jira
- **Soft Skills:** Verbal and Written Communication, Client Interaction, Problem Solving, Analytical Thinking, Team Collaboration

PROJECTS

The Blood Map WebApp |

Sept 23- May 2024

- Led product development initiatives by refining the user interface with React.js and TailwindCSS, thereby improving user engagement and streamlining donation workflows.
- Designed and implemented the Blood Map Website to optimize client service delivery, enabling efficient blood donation and instant emergency assistance.
- Managed API design and integration using RESTful web services, ensuring smooth data flow and enhancing client interactions.
- Developed a real-time notification system to support timely client implementations and prompt issue resolution.
- Utilized Python to create backend processes and integrate machine learning algorithms, supporting abstract problem solving and informed hypothesis testing for optimized decision-making.
- Collaborated with cross-functional teams to identify process improvement opportunities and enhance overall workflow efficiency through comprehensive test scenarios and acceptance criteria.

CRM Sales Automation Tool |

Oct 22 – Jan 23

- Designed and implemented a CRM Sales Automation Tool to streamline the sales process, enhancing sales efficiency and customer relationship management.
- Integrated Salesforce CRM with custom scripts in Python to automate lead scoring, sales forecasting, and pipeline management.
- Created interactive dashboards for sales teams to track performance metrics, conversion rates, and revenue growth.
- Automated follow-ups and email notifications, improving lead nurturing and reducing response time.
- Resulted in a 30% increase in sales productivity and a 20% reduction in sales cycle time.

CERTIFICATES

AWS Cloud Practitioner (CLF-02) |

- Achieved a score of 870 in the AWS Cloud Practitioner Exam (CLF-C02), showcasing in-depth knowledge of AWS cloud technologies and solutions.
- Grew expertise in AWS Cloud mechanisms and tools, including Amazon EC2, Amazon S3, and Amazon RDS, optimizing cloud-based solutions for performance and scalability.
- Gained proficiency in AWS storage solutions, pricing models, and various cloud service models, ensuring cost-effective and efficient resource management.
- Acquired comprehensive knowledge of AWS products and deployment strategies, enabling seamless integration of cloud services into diverse applications.

