

EDUCATION

Presidency University, Bangalore, Karnataka, India

Aug 2016 - June 2020

Candidate for Bachelor of Technology in Computer Science and Engineering

Courses: Data Structures, Algorithms, Operating Systems, TCP/IP, Network Security and Management, Database Management, Compiler Construction, Computer Organization, Software Engineering, and Web Technology.

PROFESSIONAL EXPERIENCE

Enate Technologies India Pvt Ltd, Bangalore

Feb 2020 - Present

HubSpot - Web Developer (3 years)

Enate, a UK-based Process Orchestration technology company is a SaaS Workflow and BPM platform that drives savings by streamlining operations.

- **HubSpot Developer (Oct 2020 – Present)**

Full-time – Enate Ltd India

- Ensured by using the HubSpot platform effectively to drive marketing and sales activities, and to continuously improve and optimize the use of the platform to meet the Enate Marketing goals.
- Designed and Developed custom HubSpot templates for landing pages, emails, maintained responsive and accessible web applications using HTML5, CSS3, and JavaScript in HubSpot CMS and other marketing collateral activities using Webflow Design.
- Optimized web pages for performance, scalability, and search engine optimization (SEO) using tools such as Website grader and SSL Checker.
- Developed and maintained HubSpot workflows and lead scoring models to automate lead nurturing and sales processes.
- Collaborated with the marketing and sales teams to identify opportunities for optimizing and improving the company's use of HubSpot.
- Leading the project for Sales Microsite for the APAC and EU geos in Enate.
- Participated in design and code reviews, debugging, and troubleshooting to identify and fix bugs and improve website quality using tools such as HotJar and MS Clarity.
- Managed Industry Events for Promoting the Digital Transformation in various places in India.

- **Presales Consultant (Feb 2020 – Sept 2020)**

Internship – Enate Ltd India

- Conducted market research to identify potential customers and their needs.
- Supported the sales team in the creation of sales proposals, product presentations, and product demonstrations.
- Collaborated with the product management team to develop product roadmaps and go-to-market strategies.
- Responding to customer inquiries regarding product features, pricing, and implementation.
- Created and delivering training materials for sales teams on new products and features.
- Participated in sales meetings and presentations to customers.
- Collaborated with the sales team to create and maintain sales collateral, including case studies, customer success stories, and competitive analysis reports.

- **Skills**

- HTML5
- CSS3
- JavaScript
- jQuery
- AngularJS
- Git
- Agile development methodologies
- HubSpot
- Webflow Design
- Video Creation for Marketing Activities

ACADEMIC PROJECTS

Face Recognition Based Attendance System

Developed a cloud-based SaaS platform which provides cutting-edge face recognition algorithms that leverage deep learning technology, enabling automated attendance monitoring without requiring additional infrastructure. The system can be easily accessed through existing smartphones, making attendance monitoring a breeze. Published a Technical Paper on the Project in IEEE 2020.

Components:

- **AWS Rekognition** is a cloud service for facial recognition based on deep learning algorithms.
- **AWS S3** - S3 is an object storage service that offers scalability, availability, security, and performance.
- **Face.js** JavaScript face recognition API for the browser and node.js implemented on top of tensorflow.js core.
- **Linux Web Server** - A Linux based HTTP web server to host the application.
- **Web Application** - A cloud-based web application built on LAMP stack.

EXTRA CURRICULAR ACTIVITIES

- 2nd Position in Poster Presentation at Presidency University, 2019.
- Freelancing for small scale start-ups by building landing pages for the Market, 2014-2016.
- Discussing and Teaching Tech related at local Meetups in Bangalore.

PERSONALITY TRAITS

- Good collaboration and co-ordination skills
- Excellent networking capability
- Time Management and dependability
- Strategic Thinker
- Extrovert

PERSONAL DETAILS

- DOB : 6 JUNE 1998
- Father's Name : SRI S RAMANATH
- Mother's Name: S LAKSHMI
- Gender: MALE
- Location: BANGALORE, Karnataka, INDIA
- Languages Known: English, Hindi, Kannada, Telugu