# Tejas Sood

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## EDUCATION

**Thapar Institute of Engineering and Technology**
*B.E Computer Engineering*
  CGPA - 7.22

October 2021 – June 2025
Patiala, India

**Apeejay School Mahavir Marg**
*Class 12th*
  Percentage - 97.2

April 2020 – March 2021
Jalandhar, India

## PROFESSIONAL EXPERIENCE

**Xindus Trade Network**
*Management Trainee - Data and Revenue*

October 2025 – Present
Dwarka, New Delhi

- Performed advanced data analysis and invoice validation for major carriers (**USPS, UPS, FedEx**), using Excel automation to improve accuracy and streamline operational workflows.
- Generated revenue insights and identified high-potential inactive customers, enabling data-driven forecasting and supporting strategic decision-making across teams increasing the revenue by **20%.**
- Executed outreach and reactivation calls to churned customers, contributing to revenue recovery and strengthening customer retention for the **Jaipur region (150 Customers and 5000 shipments)** in the month of November.
- Created and uploaded **global tariff structures** and optimized operational costs by removing additional charges **(IOR, Duty Fee, DAS)** to enhance customer satisfaction and pricing efficiency using CRM software.

**TravClan**
*Business Development Intern - B2B Client Acquisition, Consultative Selling*

February 2025 – May 2025
New Delhi, India

- Analyzed CRM workflows to identify onboarding bottlenecks; documented requirements that reduced activation time by **20%.**
- Designed and ran structured **A/B testing experiments** to evaluate process changes, boosting conversion rates by **25%.**
- Collaborated with Sales, Ops, and Product teams to **streamline lead funnel processes**, increasing active leads by **15%.**
- Built and maintained Excel dashboards to track performance insights from **200+ agent interactions**, supporting data-driven business decisions.

## POSITION OF RESPONSIBILITY

**Indian Society for Technical Education(ISTE):**
- Held the position in the **Executive Board** as an **External Secretary** for 8 months.
- Coordinated a 1,500+ participant technical event across logistics, marketing, and ops, handling execution end-to-end with a 10-member cross-functional team.
- Negotiated and secured industry partnerships, improving event budget efficiency by 20%.

**Saturnalia:**
- Engaged in the **Executive Committee(EC)** for Saturnalia in the **Marketing and Logistics Department** for 2 months.
- Secured sponsors worth more than **1 lac rupees** for the fest.

**URJA:**
- Functioned as the member of the **Executive Committee** for the sports fest URJA in the **Logistics** department for a duration of 2 months.

## TECHNICAL SKILLS

**Programming Languages - C++, Python, HTML, CSS**

**Operating System - Windows, Mac OS**

**Data Analysis & Visualization: SQL, Excel, Power BI, Matplotlib**

## PROJECTS

**Online Book Store:**
- Gathered functional requirements and engineered a scalable full-stack bookstore platform serving **1,000+ users**.
- Conducted A/B testing on user journeys, documenting insights that improved user engagement by **15%.**
- Delivered real-time interaction features and ensured solution aligned with stakeholder needs.

**Handwritten Text recognition:**
- Defined requirements, implemented preprocessing workflows, and trained ML models to achieve **90%+ accuracy**.
- Documented specifications, validated outputs with confusion matrices, and optimized models for precision and recall.

## AWARDS

**Academic Award:**
- Best **student Academic Achievement Award** in 2018, 2020 and also a cash prize of **12,000 and 24,000 rupees** respectively.

**Olympiads:**
- Ranked **1st** in the city and got a **gold medal, 72nd in the country** in **National Science Olympiad(NSO)** in 2016.
- Ranked **3rd** in the city in **International Maths Olympiad(IMO)** in 2016.