SRI RANGA VINEEL THOTA

Male | 24 years

EDUCATIONAL QUALIFICATIONS

B.Tech (CSE)	Indian Institute of Technology, Indore	74.00%	2019
CLASS XII	Sri Chaitanya Narayana Junior College, Hyderabad (Telangana Board)	94.70%	2015
CLASS X	Narayana Olympiad School, Hyderabad (Andhra Pradesh Board)	92.15%	2013

SUMMER INTERNSHIP — 2 MONTHS

METALBOOK

Sales Intern	**B2B marketing project and Sales & marketing strategy project** • Involved in documenting sales methods, generation of lead list and performing B2B marketing in the **NCR** • Generated more than **200 warm leads** and converted them to more than **10 meetings** of price negotiation • Performed market analysis of the steel industry and improved lead generation method using latest tools • Have generated over **1000 potential client list** with the business potential of worth **40-100 billion rupees** • Gained working knowledge on client pitching and handling, data validation and insights to sales strategies

INDUSTRY INTERFACE

PHOENIX GLOBAL

Senior Lead Analyst (Marketing and Sales)	**New product sales and marketing services project** • Delivered social media marketing services to Artistique World, an upcoming start up company • **Doubled** Artistique world's official LinkedIn handle followers by improving the user engagement • Have designed attractive content for website and ran successful **festive campaigns** on LinkedIn	Nov`21 - Jan`22

MAQ SOFTWARE

SDE Intern	**BI & Analytics Project** • Worked on the backend of project whose client was based in the US who connected **remotely** • Learned and used tools and technologies like **Microsoft SSMS**, **SSIS**, **Office 2016**, **Visual Studio** • Contributed by writing **SQL** queries, test cases, automation, testing and deployment on servers	May`18 - Jul`18

PROJECTS UNDERTAKEN

Cryptography, IIT Indore	**Digital Signatures without hardware token and central public key structure (PKI)** • Worked in a team of 2 during 4th year of college under supervision of Dr. Bodhisatwa Mazumdar • Required to propose a scheme of issuing **digital signatures** without a hardware token and PKI • Proposed solution is to store 512-bit of hash of the user file that can be cross-checked online	Jul`18 - Dec`18

POSITIONS OF RESPONSIBILITY

Student Council, IIT Indore	**Mess Secretary** • Prepared week wise menu of daily food that shall be served across dining halls across campus • Arranged the food fiestas, which are oriented to satisfy and provide change from routine food • Ensured that sufficient quality and quantity of food is provided at all dining halls with **feedback** • Facilitated communication between the student body and caterer through the **mess committee**	Jul`17 - May`18

CERTIFICATIONS & ACHIEVEMENTS

Certifications	• Acquired certification for business and operations analytics course by **MIT** and **NITIE** professors	2022
	• **Certified Business Analyst** by Phoenix Global and received an **LOR** for being in the top 25%	2021
	• **Certified Product Manager** by Phoenix Global and received an **LOR** for being in the top 25%	2021
	• Acquired certification on HackerRank for successful clearance of the assessment for skill **C++**	2020
Academic	• Acquired 98.95th percentile in general category in the **Common Admission Test** examination	2020
	• Secured 419.1th rank in JEE Mains Examination for joining the **architecture** colleges across India	2015
	• Secured 6438.1th rank in **JEE Mains Examination** for joining engineering colleges across India	2015
	• Secured 1753rd rank in general category in **JEE Advanced Examination** for joining engineering	2015
	• Attained top 1% in state of Andhra Pradesh in IAPT's **National Standard Examination in Physics**	2014
	• Secured 8th rank in **XXXIX Mathematical Olympiad** by AMT throughout Andhra Pradesh state	2011
Extra-Curricular	• Qualified in the 1979 out of 102777 that appeared in the preliminary round of the **KVPY** exam	2015
	• Qualified and acquired **NTSE** scholarship which is awarded by NCERT during further education	2013
Co-curricular	• Secured AIR 62nd in the ISB's **machine learning** Edition 2020 which is a learn and earn program	2020
	• Secured AIR 90th in the ISB's **cyber security** 1.0 Edition 2020, which is a learn and earn program	2020
	• Secured AIR 26th in the ISB 1.0 Edition 2020, which is learn and earn competition on 4 domains	2020
	• Secured AIR 59th rank in the ISB's **D.B.M.S** 1.0 Edition 2020 which is a learn and earn program	2020
	• Secured AIR 8th in ISB's **web development** with **react JS** Edition 1.0, a learn and earn program	2020
	• Secured 12th rank out of 5494 in the HackerEarth **Deep Learning** challenge: #FriendshipGoals	2020

OTHER INFORMATION

Skills	Sales & Marketing, Web Development, People Management, DBMS, Programming
Interests	Badminton, Browsing internet, Chess, Competitions, Exercising, Exploration, Hackathons, Writing
Languages	English, Hindi, Telugu

Indian Institute of Management, Shillong