

# Vedansh Kapoor

✉ work.vedansh7@gmail.com | 📞 +91-7898546309

🐙 github.com/venomus-knight | 🌐 linkedin.com/in/vedkap07

## PROFESSIONAL SUMMARY

Analytically-driven Computer Science student with hands-on experience in AI-powered automation, data-driven insights, and cross-functional collaboration. Demonstrated expertise in marketing research, workflow automation using AI tools (ChatGPT, Claude), and building dashboards for performance tracking. Proven track record in revenue optimization, pipeline management, and delivering actionable business insights through strategic thinking.

## EDUCATION

<b>VIT Bhopal University</b>	2022 - 2026
B.Tech. in Computer Science and Engineering	<b>CGPA: 8.51/10</b>

## SKILLS

**Technical:** Python, JavaScript, SQL, AI Automation (ChatGPT, Claude), HubSpot, CRM Systems, Data Analytics, APIs

**Business Strategy:** Marketing Research, Campaign Analysis, Pipeline Management, Revenue Strategy, Competitive Analysis

**Core Competencies:** Strategic Planning, Cross-functional Collaboration, Process Optimization, Workflow Automation

## EXPERIENCE

<b>Business Strategy Technology Intern</b> <i>Nenosystems Consulting Services</i>	February 2025 - May 2025
--	--------------------------

- Automated workflow processes using AI tools, reducing manual task completion time by 60% and improving operational efficiency across development teams.
- Built performance tracking dashboards analyzing 500+ daily requests, providing data-driven insights for process optimization and strategic decision-making.
- Conducted competitive analysis and market research on 10+ SaaS platforms, generating strategic insights for product positioning and feature development.
- Collaborated with cross-functional teams implementing data-driven solutions, contributing to 4 production releases and pipeline management processes.

## PROJECTS

<b>NyAI - AI-Powered Legal Research Assistant</b> <i>Finalist Bharat GEN AI Hackathon</i>	May 2025 - June 2025
--	----------------------

- Executed comprehensive market research on legal technology sector, analyzing 20+ competitor platforms to identify market gaps and positioning opportunities.
- Implemented AI-powered workflow automation reducing research time by 90%, demonstrating strong ROI potential for business scalability.
- Developed revenue strategy insights through user feedback analysis, achieving 85% accuracy in precedent generation and market fit validation.

<b>AI-Powered Security Analytics System</b>	Sept 2024 - Mar 2025
---	----------------------

- Led strategic analysis of security market opportunities, implementing automated reporting workflows generating 200+ actionable insights.
- Built comprehensive analytics dashboard supporting 50+ users with real-time performance tracking and business intelligence capabilities.
- Achieved 98% delivery success rate through process optimization, demonstrating expertise in workflow automation and performance analytics.

## LEADERSHIP EXTRACURRICULAR

<b>Event Strategy Lead</b>	<i>Pi-Mathematics Club</i>
----------------------------	----------------------------

- Executed strategic event planning and budget optimization for multiple initiatives, managing cross-functional teams and achieving 100% financial targets.

<b>Business Strategy Lead</b>	<i>MERN Stack Club</i>
-------------------------------	------------------------

- Orchestrated strategy for 2 major hackathons (1000+ participants), built pipeline management systems handling 80+ submissions with performance analytics.