

PAVAN KUMAR R

Someshwar Palya Mulbagal, Kolar-, 563131,Karnataka

Pavankumarr817@gmail.com 9741703827

OBJECTIVE

To enhance my knowledge, skills and update myself to latest technology as per industry requirement and to contribute my outstanding performance towards the growth of the organization. To prove myself worthy and dedicated in a progressive company.

EDUCATION

Bachelor of Engineering in computer science , Visvesvaraya Technological University	2019- 2023
7.96 CGPA.	
PUC , Vidya Jyothi PU college	2016- 2018
Percentage 76.	
SSLC , Magnolia high school	2015- 2016
Percentage 76	

SKILLS

Technical Skills.

- Python
- SQL
- HTML
- CSS
- **Soft Skills.**
- Communication skill
- Problem solving
- Team work
- Time management

EXPERIENCE - Business Development Associate. March -24 present

KGISL MICROCOLLEGE May-24 Present

Bengaluru, India

- Managing and overseeing relationships with new and existing partners through high-touch networking and lead generation.
 - Assessing the competitive landscape and track key market trends and developments.
 - Providing administrative support as well as excellent customer service and smooth communications
- Maintaining the database using organizational skills to streamline processes and clean up the data.

- Experienced in cold calling and video calling model of sales. Strong interpersonal and networking skills regarding both external customer relations and internal collaboration.

Business Development Associate

July 2023 – May 2024

Think and learn private limited - BYJU'S

Bengaluru, India

- Accomplished product demonstrator and business development specialist at BYJU'S, consistently surpassing weekly targets. Drove top sales performance, leading a successful team to exceed goals and contributing to 35-40 Lakhs in individual revenue over 10 months. Played a key role in strategic planning, aligning with the company's mission and ensuring effective customer retention strategies. Lead generation, Client acquisition.

Full stack web development intern.

AUG 2022 - SEP 2022

Varcons Technology

Bengaluru, India

- Varcon's Technologies is a leading provider of cutting-edge technologies and services, offering scalable solutions for businesses of all sizes.
- During the internship, they demonstrated good design skills and maintained a self-motivated attitude towards learning new things.
- I worked on a project involving the creation of a template for a gym using HTML, CSS, Java-script.

PROJECTS

1. Analysis and Prediction of ground water level using machine learning models.

Groundwater is one of Earth's most significant assets. Population growth and emerging climate change are contributing to a water scarcity problem, consequently increasing the demand for groundwater. In response to this issue, we propose the following project.

- In our proposed system, we used machine learning algorithms such as Ridge Regression, Linear Regression, Random Forest, Decision Tree, KNN and SVM.
- The goal is to predict the average groundwater level for the years 2021 to 2023.

LANGUAGES

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- English.
 - Kannada.
 - Hindi.
 - Telugu.

DECLARATION

I do hereby declare that all the particulars of my information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

Yours sincerely [Pavan Kumar]