Siddhi Kale

Operations, sales and business analysis (fresher) | Pune, India | Open to internships and full-time roles
+91 85301 82828 | siddhi.kale2503@gmail.com | linkedin.com/in/siddhikale25 | github.com/siddhi-works | siddhi-kale.vercel.app

Summary

Final-year B.Tech student in AI and Data Science (CGPA 9.02) with hands-on experience in sales and inventory analysis, content operations, lead generation and leading small teams. Organised and data-driven, and comfortable owning a workflow from plan to result. Led the team that took First Prize at TechVerse 2026.

Education

B.Tech in Artificial Intelligence and Data Science, Ajeenkya DY Patil University, Pune | Jul 2023 to Jul 2027 | CGPA 9.02/10 (up to 6th semester)

Experience

Data Science Intern, Aabhak Impex Pvt. Ltd. | Aug 2026 to Oct 2026
- Analysed sales and inventory data using Python and Pandas to identify business trends.
- Performed exploratory data analysis to understand monthly sales patterns and product demand.
- Developed a basic sales forecasting model using Linear Regression and visualised the results with Matplotlib.

Content Editor and Management Coordinator, Abhivyakti Editorial Team, ADYPU | Apr 2025 to Nov 2025
- Managed the content calendar for 5 platforms: engagement up 25% year over year.
- Coordinated cross-functional teams to deliver 50+ content pieces a quarter, and introduced a workflow that improved production efficiency by 30%.
- Edited and proofread all outgoing content, keeping the brand consistent and cutting errors by 15%.

Content and Marketing Volunteer, Bindu Non-Profit Organisation | Nov 2021 to Mar 2023
- Led a team of 5 content creators: content output up 25% in the first quarter.
- Ran the content strategy: organic traffic up 15% year over year. Oversaw whitepapers, case studies and social campaigns: lead generation up 10%.
- Worked with sales teams to align content with marketing objectives and sales enablement.

Research Volunteer, NSS, ADYPU | Sep 2024 to present
- Supported the planning and running of 8 youth programmes reaching 100+ children a year; handled registration and communication and kept accurate records for every attendee.

Projects

Verdict: audit system for outcome-based fleet contracts | Michelin x AI Tinkerers Hackathon, Operations and Compliance track | Code
- Built a system that reads a contract, checks it against vehicle data and automates a verdict only when every reasonable reading agrees; everything else goes to a person with a brief.
- On 194 generated contracts and about 83,000 data rows it gave 0 wrong automatic verdicts, against 28 for a single-reading baseline. Tamper-evident audit log, review console and 108 tests.

Python, REST API, audit log

Resolve IQ: ticket routing and resolution agent | The Great Agent Hackathon | Live demo | Code
- Built with a teammate: classifies, prioritises and routes IT tickets, finds similar past issues and escalates uncertain cases to a person, with a queue, search, an analytics dashboard and CSV and PDF reports.

Python, scikit-learn, Flask, SQLite

Skills

Business: Sales and inventory analysis, forecasting, workflow design, quality control, documentation, content strategy, team coordination

Tools: Python, pandas, SQL, Matplotlib, Streamlit dashboards, Git

Strengths: Leadership, teamwork, communication, problem solving, attention to detail

Languages: English, Hindi, Marathi

Achievements and certifications

- First Prize, TechVerse 2026 (team leader). Rank 7 of 198 ranked projects, Shinchan Online Hackathon 2026. Smart India Hackathon 2026 internal-round winner. Winner, ADYPU internal hackathon.
- AWS re/Start Graduate (Amazon Web Services). GenAI-Powered Data Analytics Job Simulation, Tata (Forage). AI and ML, Edunet Foundation.