

# KIRANPREET KAUR SEKHON

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## Summary

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Growth and business development professional with hands-on experience in B2B SaaS sales, outreach pipeline building, and revenue-focused execution. Proven ability to manage multi-stakeholder operations, drive product adoption, and deliver results across diverse regions and functions.

## Experience

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**FretBox** **Jan 2026 – Present**

*Growth Intern, Founders' Office – B2B Sales* *Noida, UP*

- Built a **200+ prospect pipeline** across **5+ regions** (West, South, East, North-East, Central) via self-sourced data mining and cold outreach.
- **Delivered 15–20 product demos** to college and hostel decision-makers; handled objections and follow-ups independently.
- Tracked leads (hot/warm/cold) via **spreadsheet-based CRM** to advance prospects toward MOU sign and deal closure.

**Thapar Institute of Engineering & Technology** **Jan 2025 – Dec 2025**

*Student Software Developer – Thapar Timetable Management System* *Patiala, Punjab*

- Co-built a **20 lakh funded** scheduling platform **adopted by 8,000+ users**; deployed on **AWS with Docker**, maintaining **99.9% uptime**.
- Translated stakeholder feedback into product updates using **SQL-based data tracking**; **reduced scheduling errors by 25% and manual workload by 80%**.

**Saturnalia & Urja – College Fests, TIET** **Nov 2024 – Present**

*Hospitality Lead | Deputy Overall Student Coordinator* *Patiala, Punjab*

- Managed a **multi-lakh operations budget** across 2 fests; negotiated with vendors and delivered within approved limits.
- Coordinated **1,500+ participants** from **50+ colleges**, **100+ volunteers**, and **20+ events** covering logistics end to end.

**National Cadet Corps (NCC)** **Aug 2020 – Jun 2023**

*Senior Under Officer (SUO), Thapar Polytechnic College* *Patiala, Punjab,*

- Held the **highest cadet rank** in the unit; commanded **60+ cadets**, led national-level parades, and performed Guard of Honour – awarded **Best Camp Senior** and **C-Certificate**.

## Projects

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**Indian Army – EME Unit | UI Design, Documentation & Workflow** **2023 – 2024**

- Digitized inventory workflows for **10,000+ assets** in an EME battalion; improved traceability and cut manual tracking effort.
- Designed UI and documentation for a **security screening tool across 1 Army battalion**; workflows met all defense requirements.

**NCC Information Portal | Web Development | [ncc.ksekhon.dev](https://ncc.ksekhon.dev)** **2020 – 2023**

- Built the official NCC portal, **consolidating registrations and updates for 500+ cadets** across the college unit.

## Skills

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**Business Growth:** B2B Outreach, Cold Calling, Lead Qualification, Pipeline Management, Demo Delivery, Revenue Operations

**Operations:** Budget Planning, Vendor Negotiation, Event Logistics, Stakeholder Coordination

**Technical:** SQL, AWS, Docker, HTML, CSS, Linux, Git, Figma, Excel, Google Sheets, PowerPoint

**Languages:** English, Hindi, Punjabi

## Achievements

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- **1 of 50 from 45,000+ applicants** – National Governance Leadership Tour; research submitted to NITI Aayog and the Prime Minister's Office.
- Organized the **Global South Alliance Virtual Round Table 2025**, connecting youth leaders across multiple countries.
- Session Coordinator – **Agentic AI Hackathon 2025** with Ulster University (UK) and The American Society for Engineers (USA).

## Education

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**Thapar Institute of Engineering & Technology** **2023 – 2026**

*B.E. Computer Science & Engineering* *GPA: 7.42*

**Thapar Polytechnic College** **2020 – 2023**

*Diploma in Computer Science & Engineering* *GPA: 9.57*