



# K S INSTITUTE OF TECHNOLOGY

(Affiliated to VTU, Belagavi & Approved by AICTE, New Delhi, Accredited by NAAC, NBA & IEI)

Kanakapura Main Road, Raghuvanahalli, Bengaluru-560109

## INDUSTRY INSTITUTE INTERACTION CELL (IIIC)

Date: 24<sup>th</sup> June 2023

To,

The Principal  
K.S. Institute of Technology  
Bengaluru-560109



**Subject:** Requesting permission to conduct **invited talk/seminar for 4<sup>th</sup> Sem CSD** students  
Through Dr. Deepa S.R, Head of the Department, CSD, KSIT

**Respected Sir,**

As stated in the above subject, Industry-Institute Interaction Cell in association with Department of Computer Science & Design is planning to conduct an invited talk entitled **"Salesforce Career Development Roadmap"** on **5<sup>th</sup> of July 2023** in Seminar Hall between **10.30AM – 12.30PM**.

Mr. Ravi Kumar C, Head- Innovations & Sales, Influencer Labs, Bengaluru, will be the industry expert for the said event. He is having experience of 25+ years in technology and progressive management expertise in IT with demonstrated initiative, creativity, and success. A proactive, multilingual leader with experience in Designing Cloud, Data center, Software Engineering, IoT, MDM, BigData, and BI Solutions.

Industry expert profile is enclosed for your kind consideration.

Kindly permit to conduct the same and thus oblige

Thanking you.

Yours faithfully

24/6/23

Mr. Rajesh G.L

Member Convener-IIIC

**MEMBER CONVENER**  
Industry Institute Interaction Cell (IIIC)  
K.S. INSTITUTE OF TECHNOLOGY  
Bengaluru - 560109

24/6/23

**PRINCIPAL**  
K.S. INSTITUTE OF TECHNOLOGY  
BENGALURU - 560 109.

24/6/23

Dr. Deepa S.R

Head-CSD, KSIT

**Head of the Department**  
**Computer Science & Design**  
K.S. Institute of Technology  
Bengaluru - 560 109.

## Ravi Kumar Chinnaswamy

Phone: +91 95353 11199

LinkedIn: <http://www.linkedin.com/pub/ravi-kumar-c/15/825/786>

Ravi Kumar is an alumnus of Kuvempu University and a result-oriented professional having experience of 25+ years in technology and progressive management expertise in IT with demonstrated initiative, creativity, and success. A proactive, multilingual leader with experience in Designing Cloud, Data center, Software Engineering, IoT, MDM, BigData, and BI Solutions.

Designed center of excellence (COE) for Software Engineering, Test Engineering, Cloud, and, Business Intelligence solutions

Proven track record in streamlining workflow and creating a team environment to increase productivity and increase in revenue through Innovation, Motivational Speaking, Teaching, and Mentoring. He has enabled many corporate trainers and Training institutes under the IBM-Rational SEED **"Train the Trainer"** program

Expertise includes managing business for all domestic and International. Designed and developed frameworks to handle business and technology challenges for large enterprises. Also, hands-on experience in independently handling large projects He has developed CDP (**Career Development Program**) – A flagship Career Enhancement Program.

The Career Development Program (CDP) for universities and colleges bridges the skill gap. CDP is an exclusive and reassuring method of learning and professional growth. The program endeavors to support students on the **road to success** whether they are freshers or Dropouts, Graduates, and the aim is to help individuals by facilitating knowledge/ training on alternatives available to them at the college and in the community so that they can succeed.

Delivered Morethan 1000+ workshops, training, and seminars for students in Schools, Colleges, and Institutions on, topics such as Leadership, Career Growth, Technologies, and Expectations of Industry from the students, Effective Communication Skills, Etc

### Few notable assignments and programs:-

Master Data Management and Business Intelligence Training- Amway India

Database management and BI Training -HPCL

Cloud IT Infrastructure, ITIL, and DR Training- ICICI Bank

Software Testing Manual and Automation process Governance and setting up best practices

Automation frameworks for PNR system- British Airways

Programming basics and networking- CSC Hyderabad

AWS, Java Lambda, Salesforce Apex full stack and Lightning stack to Shell

Development and testing with client specific scenarios - Mercedes Benz

SFDC Development, LWC, Java Full Stack and Automation testing -

AWS Automation, IOT and Cloud Methodologies-

Technology based custom trainings-



**Training and Workshop conducted: -**

- Management : Soft and Professional skills, Team management, Negotiation skills, Customer Objection handling, Entrepreneurship development, Personality development, leadership skills, Time Management, Management and CXO level training, Customized training, etc.
- RDBMS : MySQL, Mongo
- Programming : Java Full stack, Apex, Python, Node, Express
- Web Development : HTML, CSS, Js, Bootstrap, Angular, React
- Process : UML, RUP, CMMi, AGILE-SCRUM, ITILV3
- Tools : Git, Maven, K8s, Jenkins, Docker, , Lambda, Eclipse, Workbench, VS-Code
- Testing : Software testing Manual & Automation, Selenium Web-driver
- BI Tools : Tableau
- Cloud Solution : Salesforce Apex, Lightning- Aura and LWC, Azure, AWS



## Requisition to conduct Technical Workshop - Reg

KSIT INDUSTRY INSTITUTE INTERACTION CELL <ksit\_iic@ksit.edu.in>

Thu, Jun 22, 2023 at 1:18 PM

To: tusha@influencerlabs.in

Cc: Ravi Kumar <rk@influencerlabs.in>, Priyanka Gunaga <priyanka@influencerlabs.in>, deepasr@ksit.edu.in

Dear Tusha Mam and Ravi Kumar Sir,

Greetings from K.S Institute of Technology, Bangalore.

Industry-Institute Interaction Cell (IIIC - KSIT) in association with the Department of Computer Science & Design (CSD) is planning to conduct a one-day workshop for 4th sem students on **5th July 2023** tentatively.

The topic for the workshop shall be on "**Career Development in Salesforce or Game design or Data science or DevOps**" and approximate strength of students for workshop would be 60.

In connection with this, I request your kind support to conduct the technical workshop on said topic and date.

Kindly confirm the same at the earliest so that we can plan accordingly and inform students prior.

Please revert us for any queries and coordination.

Thanks & Regards

**Prof. RAJESH G.L.**, M.Tech

Chief Coordinator, Industry-Institute Interaction Cell (IIIC - KSIT),

Corporate Relations Executive, Placement Cell,

Coordinator, KSIT-KSCST IPR Cell &

Assistant Professor, Department of Mechanical Engineering,

K.S Institute of Technology, Bengaluru 560109 Karnataka.

Cell: +91-9916468891

Website: <https://ksgi.edu.in/>





KSIT INDUSTRY INSTITUTE INTERACTION CELL &lt;ksit\_iic@ksit.edu.in&gt;

**Requisition to conduct Technical Workshop - Reg**

Tusha A &lt;tusha@influencerlabs.in&gt;

Thu, Jun 22, 2023 at 4:07 PM

To: KSIT INDUSTRY INSTITUTE INTERACTION CELL &lt;ksit\_iic@ksit.edu.in&gt;

Cc: Ravi Kumar &lt;rk@influencerlabs.in&gt;, Priyanka Gunaga &lt;priyanka@influencerlabs.in&gt;, "deepasr@ksit.edu.in" &lt;deepasr@ksit.edu.in&gt;

Dear Sir/Madam,

Greetings for the day!

We would like to confirm the given date for the workshop.

We will deliver the topics Salesforce/DevOps/Data science.

--

With best Regards,

Tusha A

HR Recruiter

**influencer Labs**

Phone: +91 7676825251

tusha@influencerlabs.in

visit us: <https://influencerlabs.in>

22.06.2023, 13:19, "KSIT INDUSTRY INSTITUTE INTERACTION CELL" &lt;ksit\_iic@ksit.edu.in&gt;:

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With best Regards,

Tusha A

HR Recruiter

**influencer Labs**

Phone: +91 7676825251

tusha@influencerlabs.in

visit us: <https://influencerlabs.in>



# K. S INSTITUTE OF TECHNOLOGY, BENGALURU

14, Kanakapura Main Road, Raghuvanahalli, Bengaluru, Karnataka - 560109

## INDUSTRY INSTITUTE INTERACTION CELL (IIC)

Date: 04-07-2023



### CIRCULAR

#### Invited talk for 4<sup>th</sup> Semester CSD Students – 2025 Batch

Industry Institute Interaction Cell (IIC) in association with Department of Computer Science and Design has planned to conduct Industry oriented invited talk entitled "Salesforce Career Development Roadmap" on 5<sup>th</sup> of July 2023 for 4<sup>th</sup> semester CSD students between 10.30AM – 12.30PM at KSIT seminar hall, ground floor.

Mr. Ravi Kumar C, Head- Innovations & Sales, Influencer Labs, Bengaluru, will be the industry expert for the said event. He is having experience of 25+ years in technology and progressive management expertise in IT with demonstrated initiative, creativity, and success.

**Note:** All students should attend the talk without fail.

04/7/2023

Prof. Rajesh G.L

Member Convener - IIC

**MEMBER CONVENER**  
Industry Institute Interaction Cell (IIC)  
K. S. INSTITUTE OF TECHNOLOGY  
Bengaluru - 560109

Dr. Deepa S.R

Prof & Head - CSD

Head of the Department  
Computer Science & Design  
K.S. Institute of Technology  
Bengaluru - 560 109.

Dr. Dilip Kumar K

Principal, KSIT

**PRINCIPAL**  
K.S. INSTITUTE OF TECHNOLOGY  
BENGALURU - 560 109.

#### CC TO:

- Class teachers of IV Semester CSD:

(SUSHMA A) - 78

- IIC Coordinators

CSD



# K.S. INSTITUTE OF TECHNOLOGY, BENGALURU

KSIT

## INDUSTRY INSTITUTE INTERACTION CELL (IIIC)

Attendance for Invited talk entitled "Salesforce Career Development Roadmap"  
conducted on 5<sup>th</sup> July 2023 at Seminar Hall



Branch: Computer Science & Design (4<sup>th</sup> semester)

Sl. No	USN	Name	Signature
1	1KS21CG024	KEERTHANA.S.D	Keerthana.S.D
2	1KS21CG040	Shalini.B	Shalini
3	1KS21CG057	Vignesh.U	Vignesh
4.	1KS21CG009	Bharath	Bharath
5.	1KS21CG043	Shreyas.G	Shreyas
6.	1KS21CG048	Sunanth.V.Shit	Sunanth
7.	1KS21CG045	Shruti.K.Raj	ShrutiKraj
8.	1KS21CG013	Deepika.S.	Deepika
9.	1KS21CG035	Sanjana Sreenivas	Sanjana
10	1KS21CG050	Thaniya.B	Thaniya.B.
11	1KS22CG407	Shreetha.M	Shreetha
12	1KS21CG053	Kaishnavi.S	Kaishnavi
13.	1KS21CG003	Abhilaaha Patil	Abhilaaha
14.	1KS21CG001	A.S.N. Sreya	A.S.N. Sreya
15	1KS21CG039	Savyasakhee.S	Savyasakhee
16.	1KS21CG028	Neha.M.R.	Neha.M.R.
17	1KS21CG034	Riya Nair	Riya
18	1KS21CG014	Deepthi.G.B	Deepthi.G.B
19	1KS21CG058	Vybhav.S.N	Vybhav
20	1KS21CG023	Keerthana.S	Keerthana
21	1KS21CG047	Sumana.R	Sumana
22	1KS22CG405	Pravleen Kumar	Pravleen
23	1KS22CG402	Mayur	Mayur
24	1KS22CG408	Sushil Waghmare	Sushil
25	1KS21CG046	Sudarshan Babu.A	Sudarshan
26	1KS21CG049	Tarun Jangir	Tarun
27	1KS21CG044	Shreyas.M	Shreyas
28	1KS21CG037	Sanjoy.P	Sanjoy.P
29	1KS21CG052	Giri Sankar	Giri

Sl. No	USN	Name	Signature
30	1KS21CG018	G. Yogiram	
31	1KS21CG008	Badari	
32	1KS21CG017	G. Pradeep	
33	1KS21CG007	B.H. Ruchira	
34	1KS21CG019	Govind.V. Shetty	
35	1KS21CG029	Nishanth G.K	
36	1KS22CG400	Arun. A	
37	1KS21CG051	Thejas B.S	
38	1KS21CG012	D. Ajith	
39	1KS22CG1401	A. Chandrasekar.A	
40	1KS21CG030	Hemanth. M	
41	1KS21CG021	Karthick. S	
42	1KS21CG032	Preetham H.V	
43	1KS21CG041	Shikha. M	
44	1KS22CG403	Nandish. K.S	
45	1KS22CG404	Poojitham.V.M	
46	1KS21CG026	Kusum Pakira	
47	1KS21CG054	Vaishitha. S	
48	1KS21CG056	VIDHEESHA.T.M	
49	1KS21CG1025	Kubhal. M.U	
50	1KS21CG006	Ajayitha. G. K	
51	1KS21CG033	P. Sai Prakash	
52	1KS22CG0406	Shreetha	
53	1KS21CG005	Anitha Devalokam	
54	1KS21CG055	Vaishitha Sindhu	
55	1KS21CG030	Pavithra. G	
56	1KS21CG038	Sathya Sai Sri B.S	
57	1KS21CG016	Divya. T.	
58	1KS21CG036	Sarjana V	
59	1KS21CG004	Anagha Shastri	
60	1KS21CG042	Shivani Adhikari	

5/7/23





K.S. INSTITUTE OF TECHNOLOGY, BANGALORE – 560109



INDUSTRY INSTITUTE INTERACTION CELL  
&  
DEPARTMENT OF COMPUTER SCIENCE & DESIGN

**An Invited Talk on  
“SALESFORCE CAREER DEVELOPMENT ROADMAP”**

**Date of Conduction: 5<sup>th</sup> July 2023**

**Venue: KSIT Seminar Hall, Ground Floor**

**Time: 10.30AM – 12.30PM**

**Duration: 2 Hour**

**Sponsoring Bodies / Associating Organization: NA**



***Expert Details – with photo***

**Name: Mr. Ravi Kumar C**

**Designation: Head – Innovations & Sales**

**Organization: Influencer Labs, Bengaluru**



**Brief Profile about the Expert:**

Mr. Ravi Kumar C is an alumnus of Kuvempu University and a result-oriented professional having experience of 25+ years in technology and progressive management expertise in IT with demonstrated initiative, creativity, and success. He has facilitated many corporate trainers and Training institutes under the IBM-Rational SEED “Train the Trainer” program. He has delivered More than 1000+ workshops, training, and seminars for students in Schools, Colleges, and Institutions on, topics such as Leadership, Career Growth, Technologies, and Expectations of Industry from the students, Effective Communication Skills etc. His expertise includes managing business, Designed and developed frameworks to handle business and technology challenges for large enterprises. Also he has developed a Career Development Program that bridges the skill gap between institute and industry.

**Description of the Event:**

With the growing data generation, businesses are required to leverage a platform that helps them make use of their customer data well, and Salesforce is one such CRM platform. Salesforce is a cloud-based software that provides businesses with tools that help them find more prospects, close more deals, and provide a higher level of service to their customers. Salesforce services allow businesses to use cloud technology to better connect with partners, and potential customers.

In order to know understand the importance of Salesforce software and its benefits towards development of student’s career, Industry Institute Interaction Cell (IIC) in association with Department of Computer Science and Design conducted an invited talk on the said title for 2<sup>nd</sup> year CSD students on 5<sup>th</sup> July 2023 at seminar Hall, KSIT.

As per the directions of Head, Department of CSD, 4<sup>th</sup> Semester CSD students assembled in seminar hall at 10.25AM. The program started with welcoming the industry expert Mr. Ravi Kumar C with a bouquet by Dr. Dilip Kumar K, Principal-KSIT and Dr. Deepa S. R. Head – CSD. Prof. Rajesh G.L, Chief coordinator – IIC outlined about the meaning of salesforce, its need in CRM field and introduced the industry expert to the gathering. Mr. Ravi Kumar C explained the need of salesforce, how data can be stored using salesforce software and its benefits with aid of case studies. Students interacted with the speaker by asking queries related to use of software and method of collection of data using salesforce platform and further, program ended with vote of thanks by Prof. Rajesh G.L at 12.30PM.

### Objectives / Key Highlights:

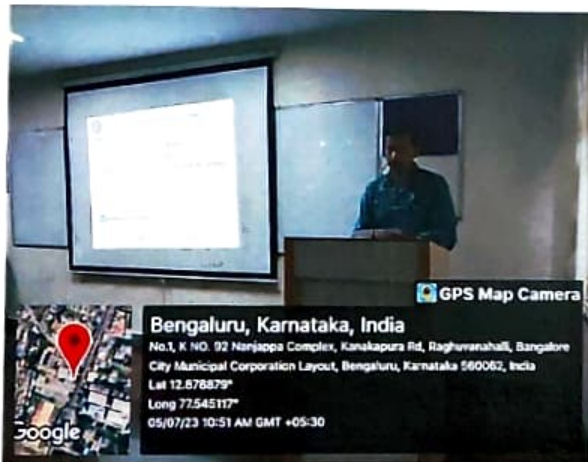
- Explore the need of salesforce platform
- Understand the role of salesforce software in building career in CRM sector.

Participant details - No. of Participants: 60

Students (internal/external): Internal (4<sup>th</sup> Semester – CSD) - 60

Faculty: Prof. Sushma A, Asst. Prof. CSD

### Photos (Geo Tagged):



Welcome address by Prof. Rajesh G.L



Industry expert welcomed by Principal and Head - CSD



Mr. Ravi Kumar C interacting with students



### Outcomes / Benefits:

- Students understood the role of salesforce in CRM sector.
- Explored on usage of salesforce software, method of data collection and utilization of the same for career development.

### Attachments:

1. Communication with Resources person
2. Resources person Profile
3. Evaluation and Feedback

### CO/PO&PSO mapping

CO/PO&PSO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO 1	PSO 2
Invited talk	-	-	-	-	01	01	-	-	-	-	-	-	-	-
Average	-	-	-	-	01	01	-	-	-	-	-	-	-	-

**PO5: Modern tool usage:** Create, select, and apply appropriate techniques, resources, and modern engineering and IT tools including prediction and modeling to complex engineering activities with an understanding of the limitations.

**PO6: Engineer and Society:** Create, select, and apply appropriate techniques, resources, and modern engineering and IT tools including prediction and modeling to complex engineering activities with an understanding of the limitations.




18/7/2023

**Prof. Rajesh G.L**

Chief Coordinator - IIIC

**MEMBER CONVENER**  
Industry Institute Interaction Cell (IIIC)  
K.S. INSTITUTE OF TECHNOLOGY  
Bengaluru - 560109



18/7/2023

**Dr. Deepa S.R**

Prof & Head - CSD

Head of the Department  
Computer Science & Design  
K.S. Institute of Technology  
Bengaluru - 560 109.



**Dr. Dilip Kumar K**

Principal, KSIT

**PRINCIPAL**  
K.S. INSTITUTE OF TECHNOLOGY  
BENGALURU - 560 109.



**KSIT**

KAMMAVARI SANGHAM (R) - 1952

K. S. GROUP OF INSTITUTIONS

**K. S. INSTITUTE OF TECHNOLOGY**

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#14, Raghunahalli, Kanakapura Road, Bengaluru - 560109

## Invited Talk\_05-07-2023\_Feedback

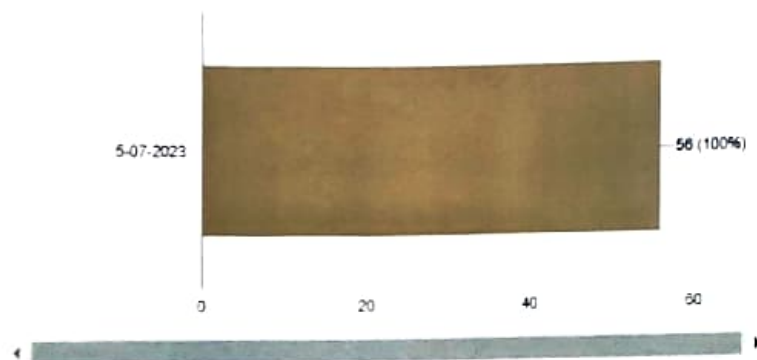
56 responses

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### Event Date

56 responses

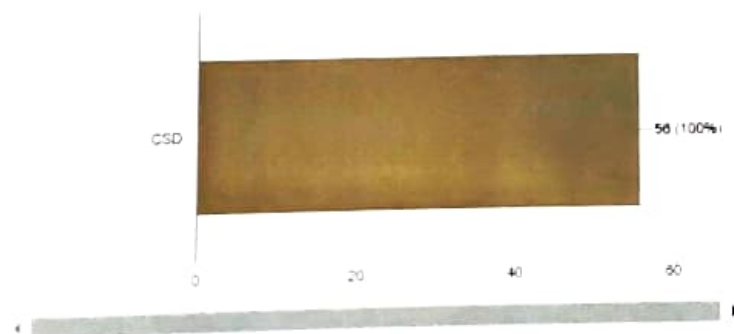
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### Branch

56 responses

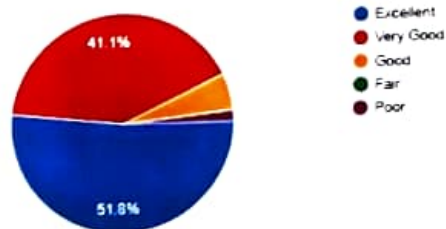
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### 1 Clarity of information and presentation by speaker

56 responses

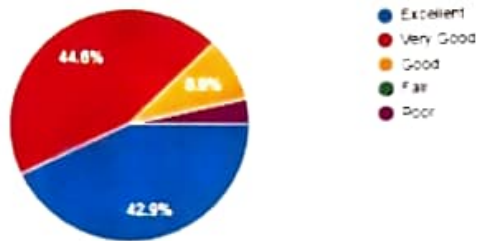
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2. Relevance of information to the students of CSD

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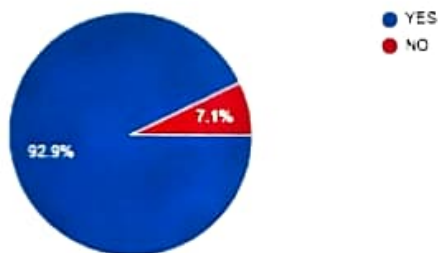
56 responses




3. Did this talk make you think about interesting issues in the field and therefore, broaden your horizons in engineering?

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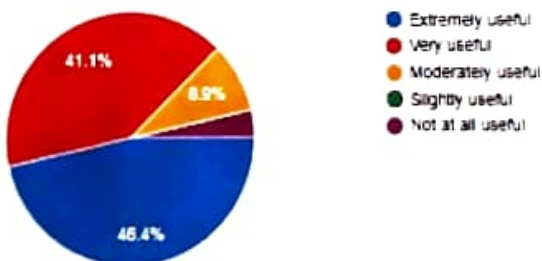
56 responses



4. How useful did you think this event was for you?

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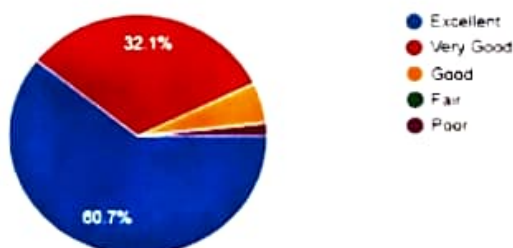
56 responses



5. Interaction of speaker with the participants

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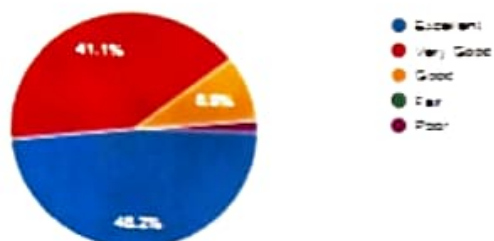
56 responses



5. How was the event organized?

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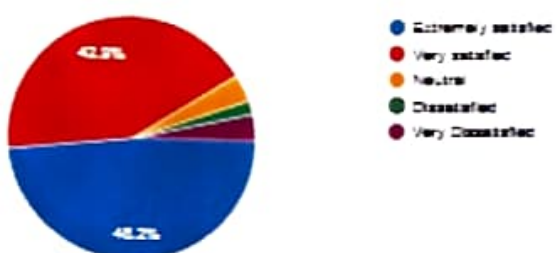
55 responses



6. How satisfied are you about the event?

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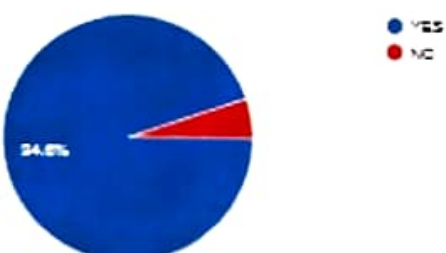
55 responses



7. Would you like to attend similar events in future?

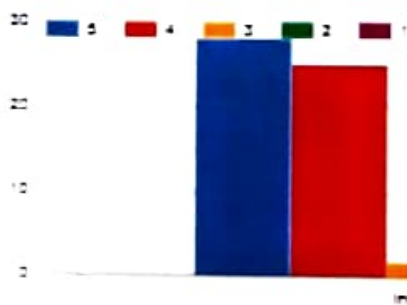
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55 responses



8. Overall Rating of the event

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*[Signature]*  
5/7/2023  
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Bengaluru - 560109