

Divyansh Sharma

AI Systems Builder & Operator — automation, applied ML, and revenue-driving ops

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BCA (AI & Machine Learning) graduate who has spent the last three years as an operator, not a spectator: shipped Random Forest models, built and shipped four AI-agent products powered by headless LLM pipelines, and ran the automation, CRM, and revenue systems for three growing companies as COO/Head of Growth. Comfortable owning a build end-to-end — from the ML notebook to the production automation to the P&L it feeds.

AI & Software Projects

Repurpose Studio

Node.js · Express · Claude headless CLI · platform APIs

- Built a zero-cost, self-hosted content engine: ingests long-form writing, rewrites it in the author's voice per-platform (LinkedIn, X, Threads, Bluesky, Instagram), and generates carousel images + TTS video voiceovers.
- Runs generation through Claude headless mode (no per-call API billing) and publishes directly via each platform's native API on a self-built scheduler — no third-party tools.

SEO Autopilot

Node.js CLI · Claude headless research/writing · WordPress/Shopify APIs

- Automated SEO content + white-hat backlink pipeline: researches topics, writes fully-cited, schema-tagged posts, and publishes to WordPress, Shopify, or static HTML — one command per site.
- Automated prospecting and personalized outreach-draft generation for link building; scheduled via Windows Task Scheduler for a fully hands-off content cadence.

Shopify AI Generator

Node.js · cheerio · Claude · Shopify Dawn theme

- Built an AI pipeline that analyzes a reference website's structure/branding and auto-generates a customized Shopify theme (colors, typography, homepage sections) plus sample product data, verified end-to-end.

Vitiligo & Heart Disease Prediction (ML)

Python · scikit-learn · Pandas · NumPy

- Designed and trained Random Forest classifiers on clinical feature sets; Vitiligo model reached 93% accuracy / 0.94 F1, with feature-importance analysis tying predictions to clinical markers (T-cell ratio, lesion area).
- Benchmarked Logistic Regression vs. Random Forest for heart-disease risk prediction, using ROC-AUC and confusion-matrix analysis to justify model choice.

Student Planner

Flask · SQLite · NLTK

- Built a gamified study/gym planner with a rule-based NLP chat interface, streaks, XP, and badge logic, backed by a SQLite persistence layer.

Experience

Chief Operating Officer — marketing.MAKO

Sep 2025 – Mar 2026 · Jaipur

- Architected and deployed automation systems across client operations, cutting manual overhead and doubling team output.
- Owned P&L and CRM optimization, driving +333% revenue growth and +93% client retention; built custom real-time financial monitoring.

Growth Manager — French Tweets

Mar 2026 – Jul 2026 · Jaipur

- Ran growth strategy and content systems for a language-learning brand while going solo on independent AI product builds.

Founder's Office — Sage Media

Jul 2025 – Aug 2025 · Jaipur

- Built custom automation workflows for operations and executive decision-making; ran SEO/blogging content strategy and talent acquisition.

Head of Growth, Lead Generation & Sales — 7Colors

Jul 2024 – Jan 2025 · Jaipur

- Built outbound sales systems (Apollo.io) and CRM architecture for lead generation; ran multi-channel marketing and automation for 5+ brands.

Business Development Manager — AIESEC

Jul 2023 – Oct 2024 · Jaipur

- Led fundraising campaigns (Global Goals Run, Balkalakaar) raising ₹300,000+ and reaching 2,000+ attendees; recognized as Best Business Development Member & Team Leader.

Education

BCA, Artificial Intelligence & ML

2023 – 2026

JECRC University, Jaipur
Industrial internship (Marketing MAKO) rated 9/10.

Certifications

Career Essentials in Generative AI — Microsoft & LinkedIn
Career Essentials in Cybersecurity — Microsoft & LinkedIn
Prompt Engineering Essentials — Google

Technical Skills

ML/AI: Python, scikit-learn, Pandas, NumPy, Random Forest & classification models, prompt engineering, LLM agent pipelines (Claude headless/CLI)

Engineering: Node.js, Express, Flask, SQLite, REST APIs, Git, n8n / Make.com automation

Growth & Ops: CRM architecture, revenue & P&L management, lead generation, SEO, cross-functional team leadership (50+)