

INTERNSHIP REPORT

Name of Intern- Rashi Shukla (HM-27 1580)

Duration of Internship- 18/03/2024 to 18/06/2024

Organization Mentor- Anirban Kundu

Sr. Manager- PreSales

About the Organization

Unthinkable Solutions Pvt. Ltd. is a software development company based in Gurgaon, Haryana, India. Founded in 2019, the company has established itself as a leading provider of innovative technology solutions across various industries. As a subsidiary of Daffodils Software, a prominent IT services provider, Unthinkable Solutions benefits from the expertise and resources of its parent company.

The company's core focus is on delivering collaborative and transformative software projects that drive growth and efficiency for its clients. Unthinkable Solutions prides itself on fostering a culture of continuous learning and development, empowering its employees to stay at the forefront of emerging technologies and industry trends.

With a team of over 500 talented professionals, Unthinkable Solutions operates from its state-of-the-art offices in Gurgaon and Hisar, catering to a diverse client base across India and globally. The company's commitment to excellence, innovation, and client satisfaction has earned it a strong reputation in the software development industry.

Roles and responsibilities

During my 3-month internship in the Healthcare Pre-sales department at Unthinkable Solutions, I was responsible for a range of activities that supported the company's healthcare software solutions and services.

My key responsibilities included:

- Conducting comprehensive market research and competitor analysis to identify potential opportunities for Unthinkable Solutions' healthcare offerings
- Assisting the sales team in preparing detailed feature lists, proposals and presentations for prospective clients in the healthcare sector
- Gathering and documenting client requirements, pain points, and expectations to ensure the company's solutions aligned with their needs
- Collaborating closely with the technical team to understand the capabilities and features of Unthinkable Solutions' healthcare products and services
- Participating in client meetings and demonstrations to provide pre-sales support and showcase the company's healthcare solutions

Through these activities, I gained valuable experience in the healthcare software industry and developed a strong understanding of the pre-sales process, from market research to client engagement.

Learnings

This internship at Unthinkable Solutions provided me with a wealth of learning opportunities and the chance to apply my business analysis skills in a real-world setting.

Some of the key learnings I gained during this experience include:

- Proficiency in conducting comprehensive market research and competitive analysis to identify industry trends and client needs
- Ability to effectively translate client requirements into technical specifications and solutions that address their pain points
- Improved communication and presentation skills to engage with clients and internal stakeholders in a professional and impactful manner
- Enhanced teamwork and collaboration skills, working closely with the sales and technical teams to deliver successful pre-sales support
- Understanding of the software development lifecycle and the critical role of pre-sales in the overall sales process

Overall, this internship at Unthinkable Solutions has been an invaluable experience, providing me with a deep understanding of the healthcare software industry and the opportunity to develop essential business analysis skills that will be instrumental in my future career.