

Amarjeet Kumar

+91 9155107794 | kumaramarjeet44244@gmail.com | GitHub: [Amarjeet113](#)

Career Objective

Highly motivated and confident student with strong communication, leadership, and strategic planning skills. Passionate about business development, campus engagement, and career counseling. Seeking to contribute to Edu-versity as a Business Development Intern by driving growth through effective outreach and student partnerships.

Education

Vellore Institute of Technology – Bhopal

B.Tech in Computer Science and Engineering

Aug 2021 – Jun 2025 | CGPA: 8.27

Key Skills

- Lead Generation & Cold Calling
 - B2C Sales & Client Engagement
 - Campus Ambassador Management
 - Business Communication (Verbal & Written)
 - Event Coordination & Promotion
 - Career Counseling Support
 - Leadership & Team Management
 - Strategic Planning & Outreach
 - Goal-Oriented Approach
 - Time Management & Resilience
-

Experience

Campus Outreach & Sales Associate – VIT Bhopal Events Committee

Jan 2023 – Jul 2023

- Promoted campus events and technical workshops, increasing participation by 35%.
 - Established B2B collaborations with local sponsors and industry speakers.
 - Led communication efforts across student groups via email, WhatsApp, and social media.
 - Coordinated with 5+ clubs to organize high-impact college events.
-

Leadership & Volunteering

Lead Member – Software Development Club, VIT Bhopal

Jun 2023 – Jun 2024

- Managed a team of 80+ members and drove membership growth through targeted outreach.
 - Organized 5 technical workshops, 3 hackathons, and 4 guest lectures with external partners.
 - Mentored junior club members and facilitated industry connections for student upskilling.
-

Certifications

- **Business Development Foundations** – LinkedIn Learning
 - **Sales Fundamentals** – HubSpot Academy
 - **Effective Communication for Workplace Success** – Coursera
 - **Marketing Strategy for Beginners** – Udemy
-

Achievements

- Negotiated successful collaborations with sponsors and guest speakers at low or no cost.
- Successfully executed “Rangotsav,” a large-scale event attended by 3,000+ students.
- Boosted student participation in club events by 30% through strategic promotion.