

# AnKUR Jha

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## PROFESSIONAL SUMMARY

Motivated B.Tech CSE student with hands-on experience working closely with sales teams in a B2B healthcare technology environment. Strong in customer communication, understanding buyer needs, and supporting sales activities through market research and sales data analysis. Actively seeking an SDR / Business Development internship where I can contribute to lead generation, prospect engagement, and revenue growth.

## SALES & BUSINESS SKILLS

- B2B Sales Support & Customer Engagement
- Lead Research & Prospect Understanding
- Client Communication (Calls & Emails)
- Sales & Customer Data Analysis
- Market & Competitor Research
- CRM-ready Data Handling & Follow-ups

## PROJECTS

### Vyapar Sahayak - Digital Billing Assistant

- Built a billing and transaction tracking system for small businesses handling 100+ mock transactions.
- Structured sales and transaction data to reduce manual reporting effort by ~30%.
- Enabled GST-based receipt generation and categorized transaction history for sales analysis and insights.

### Digital Warranty Locker

- Designed a data-driven system to manage warranty lifecycle data (Active, Expiring, Expired).
- Created logical data segmentation to support faster user decision-making.
- Implemented search and filtering to enable quick analysis of stored records.
- Improved process efficiency by converting unstructured data into structured, analyzable datasets.

## EXPERIENCE

### Intern – Business Analyst (Sales & Customer Operations)

August 2024 - December 2024

#### Forts Biomedicals

- Handled customer and distributor coordination for mobility healthcare products, ensuring timely responses and smooth order flow.
- Worked closely with suppliers and internal sales teams to support order confirmations, product availability, and delivery timelines.
- Managed customer queries, feedback, and escalations, ensuring quick resolution and customer satisfaction.
- Conducted competitor and market analysis to assist business decision-making and improve supplier negotiations.
- Assisted in preparing internal reports and operational trackers to improve process efficiency and accountability.

## EDUCATION

### Vellore Institute of Technology

2022 – 2026

B.Tech, Computer Science & Engineering

- CGPA: 8.12
- Relevant Coursework: Data Structures, Algorithms, Database Management Systems (DBMS), SQL

## CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- Learn C++ Programming – Udemy
- GEN AI (IBM Watsonx Course) – IBM