

Ansh Dwivedi

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Profile

Result-oriented Web Developer transitioning from client-facing role with expertise in full-stack development, database management, and UI/UX optimization. Strong background in market research, customer segmentation, and automation in sales tracking. Proven ability to analyze user needs, develop scalable applications, and implement responsive web solutions. Strong understanding of JSP, PHP, MySQL, JavaScript, Bootstrap, and Tailwind CSS with a focus on performance optimization. Adept at problem-solving, automation, and cross-functional collaboration, with experience in managing AI/ML and Business Analytics programs at IIM Visakhapatnam and IIM Rohtak.

Experience

SENIOR EDUCATION COUNSELOR | UPTOP CAREERS INSTITUTE PVT. LTD. GURUGRAM, INDIA | APR 2023 – PRESENT

- Spearheaded market research and competitive analysis to enhance strategic decision-making for web-based customer platforms.
- Conducted data-driven sales forecasting and customer segmentation, improving conversion rates by 15%.
- Implemented process automation in sales tracking, reducing manual reporting time by 30%.
- Managed client relationships, ensuring a 20% increase in customer retention and engagement.
- Collaborated with cross-functional teams to streamline customer journey mapping and improve lead nurturing through CRM enhancements.

Education

BACHELOR OF COMPUTER APPLICATION (BCA) CHHATRAPATI SHAHU JI MAHARAJ UNIVERSITY, KANPUR | 2020 - 2023

Technical Skills

- Frontend: HTML5, CSS3, JavaScript, Bootstrap, Tailwind, React.js
- Backend: JSP, PHP, MySQL
- Databases: MySQL, Oracle 10g
- Version Control & Deployment: Git, GitHub, Netlify, Firebase
- Web Security & Optimization: Authentication, API Integration, Performance Optimization

Projects

E-COMMERCE WEBSITE

- Tech Stack: JSP, Oracle 10g, HTML, CSS, JavaScript, Bootstrap
- Built an end-to-end e-commerce platform with user authentication, shopping cart, and payment integration.

FREELANCE SERVICE MARKETPLACE

- Tech Stack: JSP, Oracle 10g, HTML, CSS, JavaScript, Bootstrap
- Developed a multi-user freelance marketplace, integrating real-time chat and project tracking

HEALTHCARE RECOMMENDATION WEBSITE

- Tech Stack: PHP, MySQL, HTML, CSS, Bootstrap, JavaScript
- Created a Machine Learning-powered healthcare recommendation system, offering personalized health solutions based on symptoms.

Certifications

WEB DEVELOPMENT | INTERNSHALA LEARNING (SEP 2024) - CREDENTIAL ID: 6QZMPLSWCN4

MICROSOFT DATA ANALYST ASSOCIATE (DA-100) | ICT ACADEMY

PROCESS AUTOMATION BOOTCAMP | CELONIS (SEP 2022)

DATA SCIENCE BOOTCAMP: FROM DATA ANALYSIS TO ML MODELS | GEEKS FOR GEEKS

Soft Skills

- Problem-Solving
- Team Collaboration
- Excellent interpersonal and communication skills
- Time Management

Personal Details

Date of Birth: 21st July 2002

Languages: English, Hindi