

# Gaurav Roy

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## SUMMARY

Highly motivated Software Developer Intern with a strong foundation in software development and a passion for innovation. Eager to contribute technical expertise and creativity to Engineers India Limited's dynamic environment. Adaptable and committed to delivering exceptional results through collaborative teamwork and continuous learning. Excited to be a part of EIL's mission to redefine the engineering sector.

## EXPERIENCE

### Web Development Intern

CodSoft

August 2023 – September 2023, New Delhi, India

- Utilized React.js to develop components using HTML and CSS, tested all units with React-testing-library and constructed various prototypes based on product team requirements.

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### Business Development Intern

SourcingSathi

July 2023 – August 2023, Delhi, India

- Identified and evaluated new market opportunities, researched and evaluated potential customer segments resulting in the acquisition of 5 new clients in targeted markets.

- Gained a thorough understanding of the competitive landscape and created strategies to negotiate and close deals with potential investors and clients, resulting in an acquisition rate of 20%.

### Business Development Intern

Techjockey.com

May 2022 – October 2022, Delhi, India

- Identified and evaluated new market opportunities, researched and evaluated potential customer segments resulting in the acquisition of 5 new clients in targeted markets.

- Gained a thorough understanding of the competitive landscape and created strategies to negotiate and close deals with potential investors and clients, resulting in an acquisition rate of 15%.

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### Business Development Intern

Younity

February 2022 – April 2022, Delhi, India

- Generated new leads and prospects by leveraging various platforms such as LinkedIn, UpLead, and Crunchbase, resulting in a 37% increase in customer database.

- Developed and implemented successful outbound strategies through cold-calling and emailing prospective investors, resulting in a 20% increase in sales inquiries.

## PROJECTS

### GREENFINITY

Vihaan 6.0 IN DTU((for hackathon) • April 2023 – April 2023

- Developed a dynamic and interactive website for t-shirt customization using OpenAI's API and the MERN stack technology.

- Offered a wide range of t-shirt options, including styles, colors, sizes, and materials for users to explore.

- Designed an intuitive platform that allows customers to effectively communicate their desired t-shirt designs to sellers.

## EDUCATION

### Bachelors of Electronics and Communication Engineering

Minor in no • Guru Gobind Singh Indraprastha University, India • Delhi, India • 2025 • 9.4

## CERTIFICATIONS

### VIHAAN 6.0 WEB Developers

VIHAAN 6.0 organized by IEEE DTU • 2023

For participating in VIHAAN 6.0 organised by IEEE DTU student chapter in Delhi Technological University from 24th to 25th April, 2023.

### Essentials Program in Data Structure & Algorithm

LetsUpgrade • 2021

Certified in a standardized and evolving set of Data Structure & Algorithm

## SKILLS

Technical Skills: Html, CSS, Bootstrap, Nodejs, JavaScript, Reactjs, Reactjs Redux, Frontend, Fullstack, Java, Android