

# Aditya Vikram Singh

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## Education

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**Summary:** Motivated and detail-oriented final-year Btech student with a strong interest in sales, **customer engagement**, and technology-driven business solutions. Seeking a full-time Sales role upon graduation in 2026. Brings hands-on experience in **data management**, **process documentation**, and system support, along with strong communication and relationship-building skills. Eager to apply a proactive, results-oriented mindset to drive sales performance, support business growth, and deliver an excellent customer experience.

### Vellore Institute of Technology

Bachelor of Science in Computer Science, CGPA - 8.13

Oct 2022 – July 2026

### St.Fidelis College

Class XII: 81%, Class X: 87.8% – Lucknow, Uttar Pradesh

April 2018 – May 2021

## Skills

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**Sales Business Skills:** Sales Operations, **Target-Driven Selling**, Sales Funnel Management, Revenue Tracking, Sales Performance Optimization.

**Client Stakeholder Management:** **Customer Relationship Management**, Stakeholder Communication, US Client Handling, Account Coordination, Long-Term Client Engagement

**Sales Execution Communication:** Sales Pitching, Objection Handling, Negotiation Basics, Persuasive Communication, Requirement Understanding.

**Data Reporting Tools:** Sales Data Analysis, Reporting Documentation, MS Excel (**VLOOKUP**, **Pivot Tables**, **Data Cleaning**), Performance Dashboards.

**Soft Skills:** Troubleshooting , Communication, Teamwork, Time Management.

## Internship Experience

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### Sales Intern, — Worix (Ukraine-based Startup), Remote

Juky 2025 – Aug 2025

- Selected as a **Sales Admin Intern** to support the sales operations of a Ukraine-based startup, working directly with American clients across multiple product offerings..
- Engaged daily with pre-assigned **U.S. clients**, educating them on product features, workflows, and value propositions to drive informed purchase decisions..
- Assisted in preparing clients for **active sales campaigns** by explaining platform usage, sales processes, and best practices for maximizing conversions
- Coordinated closely with senior sales leads to manage client pipelines, follow-ups, and **daily performance tracking**.
- Worked in a high-pressure, target-driven environment with extended client interaction, gaining hands-on experience in sales execution, **customer communication**, and **relationship management**.

## Project

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### Sales Intelligence Client Engagement Platform:

- Created a structured client tracking and engagement workflow using **Excel** and **CRM tools**, improving visibility into client status, follow-ups, and sales readiness.
- Bridged the gap between technical data handling and **client-facing communication** by translating sales data insights into clear actions for daily sales execution.

## Extracurricular Activities

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- **National Service Scheme (NSS):** Led a team of 20 volunteers to plant 10,000+ trees.
- The organisation and logistics for an **Annual NSS Camp**, where I conducted family health surveys and educated villagers on hygiene and health, and managed a medical camp for over **110 rural families**.