

# Aditya Vikram Singh

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## Summary

Motivated and detail-oriented final-year Information Technology 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..

## Core Competencies

- Sales Operations
- CRM Tools
- Sales Data Analysis
- Reporting & Documentation
- Client Relationship Management
- Stakeholder Communication
- Prospect Engagement (US Clients)
- MS Excel (VLOOKUP, Pivot Tables)
- Lead Qualification
- Sales Pitching
- Objection Handling
- Target-Driven Selling

## Internship Experience

May 2025 – **Sales Intern, Worix (Ukraine-based Startup), Remote**

- 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.
  - Developed strong negotiation, persuasion, and objection-handling skills through continuous client-facing sales activities and performance-based evaluations.

## Education

2022 – 2026 **Bachelor of Technology in Information Technology (CGPA: 8.13), Vellore Institute of Technology, Vellore, India**