Aditya Vikram Singh

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Education

Vellore Institute of Technology, Bhopal   *Oct 2022 – July 2026*
Bachelor of Technology in Computer Science, CGPA - 8.45 (Expected)

St. Fidelis College, Lucknow   *April 2018 – May 2021*
Class XII: 81%, Class X: 88%

Skills

Business & Analytical Tools: n8n, Zapier, HubSpot, ChatGPT, Claude, Google Analytics, Microsoft Excel, SQL, Google Sheets.

Technical Languages: Python, JavaScript, TypeScript, Java, C/C++, HTML/CSS.

Frameworks & Libraries: React.js, Node.js, Express.js, TensorFlow, Scikit-learn.

Core Competencies: Data Analysis, Market Research, Workflow Automation, Strategic Communication, Cross-Functional Collaboration, Analytical Reasoning, Adaptability, Problem-Solving.

Projects

Sales Pipeline Automation & Strategy — *n8n, HubSpot, SQL, Python*   *Jan 2024 – Apr 2024*

- Designed and deployed a multi-step workflow automation using n8n to monitor and manage the sales pipeline in HubSpot, connecting multiple APIs for lead enrichment.
- Created an automated system to flag deal risks and delays, providing real-time alerts to the sales team and reducing average response time by 30%.
- Developed a custom dashboard using SQL and Python to generate data-driven insights on deal health and sales productivity, directly supporting leadership reviews.

AI-Powered Market Research Automation — *Python, ChatGPT, Claude*   *May 2024 – July 2024*

- Automated market research by engineering a Python-based workflow with ChatGPT and Claude APIs to analyze new customer segments and competitors.
- Increased prospecting efficiency by 40% by structuring unstructured web data into actionable reports and generating data-driven target account insights.
- Formulated high-impact messaging strategies for digital campaigns by identifying and capitalizing on competitor weaknesses and emerging market trends.

Business Intelligence Dashboard for Healthcare — *TypeScript, Node.js, SQL, AWS*   *Aug 2023 – Dec 2023*

- Spearheaded the design and deployment of a scalable BI dashboard to monitor and analyze 10,000+ daily healthcare transactions, providing leadership with real-time operational visibility.
- Extracted critical business insights on revenue health and operational bottlenecks by authoring complex SQL queries and presenting findings to stakeholders.
- Revamped a core business process by automating invoice generation, cutting processing time by 50% and significantly improving data accuracy.

Achievements & Activities

- **Amdocs Graduate Gen AI Hackathon 2024:** Advanced to the prototype submission round against a national pool of participants for designing an innovative Generative AI solution.
- **Project Lead, Community Greening Initiative (NSS):** Led and coordinated a team of 20 volunteers in a university-led project to plant over 10,000 trees, managing logistics and team collaboration.