

AMAN SINGH

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SUMMARY

Data-driven engineering student with strong CRM fundamentals and hands-on experience in sales pipeline analysis, KPI tracking, and dashboarding. Skilled in supporting sales teams through reporting, lead analysis, and data-driven decision-making.

EDUCATION

Vellore Institute of Technology

July 2022 – May 2026

B.Tech in Electronics and Communication Engineering - **CGPA- 7.68/10**

SKILLS

Business & Sales Skills: CRM, Communication, Analytical Thinking, Problem Solving

Data Analytics & Reporting: SQL, Data Cleaning, KPI Tracking, Reporting, Dashboarding

Tools & Platforms: Microsoft Excel, Power BI, Jira (Basic), Git, GitHub

Sales Operations & Automation: CRM Data Handling, Lead Pipeline Analysis, Report Automation

PROJECTS

CRM Sales Pipeline & Lead Management Project [↗](#)

2025

- **Designed a CRM-style sales pipeline** to manage leads, deal stages, and revenue metrics using structured sales data.
- **Analyzed lead movement across funnel stages** to identify drop-offs, conversion rates, and sales performance trends.
- **Generated KPI-based reports and insights** focused on lead-to-opportunity conversion, revenue contribution by stage, and sales performance trends to support data-driven sales planning and follow-up strategies.
- **Tools Used:** SQL, Python (Pandas, NumPy), Excel

Automated Sales Data Pipeline & Reporting (GCP) [↗](#) | **Python, GCP, BigQuery**

2025

- **Designed and implemented** an automated data pipeline to ingest, process, and centralize sales data using **Google Cloud Platform**.
- **Loaded structured datasets into BigQuery** and created interactive dashboards using **Looker Studio** for real-time reporting.
- **Reduced manual reporting effort by 60%** through automation and scheduled data refresh workflows.

AI Voice Agent Interview Platform [↗](#) | **React.js, OpenAI, n8n, Next.js, Convex**

2024

- **Analyzed interview session data and user interaction metrics**, improving interview efficiency by **40%**
- **Automated data collection workflows** using n8n and OpenAI to enable scalable analytics and reporting.
- **Structured session data storage** to support trend analysis and performance benchmarking.

CERTIFICATIONS

- **Salesforce Trailhead** [↗](#)
- **IBM Data Analysis with Python – IBM** [↗](#)
- **AWS Cloud Practitioner Essentials** [↗](#)
- **VLSI Design Internship – Maven Silicon** [↗](#)

EXTRACURRICULAR

- **GitHub Open Source Contributor** [↗](#)
Contributed to the open-source Chrome Extension “Hinglish AI Translator”, enhancing AI-powered translation accuracy and user experience. Implemented **Hinglish Input Normalization** for improved translation precision.
- **Student Coordinator, IEEE Club (2024):** Led technical initiatives and strengthened hands-on problem-solving skills.