

# 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.