

Ayush Gupta

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Education

University of Washington - Computer Science, Data Science, & Informatics | Expected Graduation: June 2026

Relevant Coursework: Machine Learning, AI, User Experience & Design, Software Design, Hardware/Software, Data Structures & Parallelism, R, Algorithms, SQL & DBMS, Cybersecurity & Network Security

Skills

Software Engineering: Python, Java, C, C++, RESTful API, Selenium, Automation, Linux, AWS, Azure, Algorithms, Data Structures, Debugging, QA Script Testing, JUnit, TDD, Agile, Documentation, Github, Oracle, Salesforce

Data Science: Data Analytics, Business Analysis, Forecasting Models, GenAI, Machine Learning, DBMS, R, MySQL, Postgres, MongoDB, TensorFlow, PyTorch, NumPy, Pandas, Dashboards, Tableau, Power BI, Excel

CRM & Enterprise Software: Salesforce CRM, Data Management, Workflow Automation, Opportunity Management, Custom Reports, Oracle CRM, Oracle Fusion, Business Process Automation

UI Development: Figma Prototyping, Front End, Web Development, HTML, CSS, Flask, Django, JavaScript, UX Design

Soft Skills: Communication, Collaboration, Adaptability, Analytical Thinking, Quick Learning, Resilience

Experience

Data Science Intern | Nsight, Inc. | Jun 2024 - Present

- Manage extensive **Oracle** and **Salesforce** CRM datasets, leveraging **Python** and **R** to validate and convert data.
- Construct **Excel** workbooks, implement formula-based workflows, and integrate **Salesforce** Reports and Dashboards, automating previous key manual workflows like commission calculation, increasing operational efficiency by 62%.
- Lead research initiatives, conducting in-depth analysis with 10+ vendors to address complex consulting inquiries.
- Create and maintain **documentation** and SOP development for all projects.
- Lead **Salesforce** opportunity management optimization, automating lead-to-opportunity conversion workflows.

Backend Team Lead | Flow AI | Oct 2023 - Present

- Achieve successful project delivery by leading a backend team of 5 interns from concept to deployment. Promoted from SDE Intern to Team Lead after 7 months of outstanding performance.
- Craft secure server-side functionality and manage infrastructure using **Python & Django**.
- Develop backend infrastructure for an AI-driven Sales SaaS platform, increasing sales calls per rep by 23%.
- Integrate key **REST APIs** from services like Hubspot, Zoom, and Salesforce.
- Facilitate daily cross-functional team collaboration using **GitHub**, **Jira**, and Slack.
- Troubleshoot backend and cloud computing **AWS** issues to maintain system stability and uphold best practices.

Software Development Intern | Seam | Jun 2024 - Aug 2024

- Develop and deploy **Selenium** web scraping workflows, automating data extraction from 20+ online sources to enhance user information retrieval efficiency and empower users with actionable insights.
- Construct **automation** systems in **Python** for sectors like real estate, LinkedIn, and product review, processing up to 10,000+ data points daily.

Undergraduate Researcher | SEAL Lab UW | Sep 2023 - Dec 2023

- Dedicated 15+ hours weekly to rigorous training at SEAL Lab, University of Washington.
- Honed expertise in research methodologies - technical writing, DevOps development, and internal **communication**.

Director of Communications | DEV[0] Computing Club | Oct 2022 - Oct 2023

- Co-founded club to address entry barriers for first-time programmers, fostering inclusivity and bridging skill gaps.
- Developed club's communication blueprint, attracting 55 members and increasing monthly membership by 25%.

Java & Python Coding Instructor | Sailor's Learning Nonprofit | Mar 2021 - May 2021

- Guided 30 elementary students in mastering programming concepts and **Python** and **Java** language intricacies.
- Developed 50+ hours of curriculum with founders, fostering an empowering learning environment.

Awards/Certifications

- **National Merit Scholarship Corporation** - Scholarship Recipient
- **University of Washington** - Purple & Gold Scholar
- **Robert Half** - Student Scholar
- **Oracle** - MySQL Database Service Explorer
- **Github** - All In for Students Open Source Contributor
- **Dubstech** - Data Visualization in Tableau & Power BI
- **Salesforce** - Opportunity Management Training
- **Microsoft 365** - Master of Excel