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| **Aman Singh**  **Business Development Intern**  Targeting roles in Business Development and Sales with an organization of high repute, offering opportunities to apply my skills in client acquisition, relationship management, and sales strategy to drive business growth. | |
| Contact   |  |  | | --- | --- | |  | Amansingh9451918937@gmail.com | |  | +91 7007252401 | |  | https://www.linkedin.com/in/aman-singh-8202b7253/ |   Academic Details   * **Bachelor Of Computer Application**   Shre Ramswaroop Memorial College Of Management, Lucknow;  2022-2025  Soft Skills  Analytical | Communicative | Persuasive | Adaptable  Technical Skills   * **Software Proficiency:** * **Microsoft Office Suite (Advanced Excel, PowerPoint)** * **CRM tools**   Core Competencies     |  | | --- | | Sales Strategy and Market Analysis | |  | | Client Relationship Management | |  | | Lead Generation and Acquisition | |  | | Cross-selling and Up-selling | |  |   Personal Details  **Date of Birth**: 4th June 2004  **Languages Known:** English, Hindi and Bhojpuri  **Address:** Lucknow, Maharashtra | Profile Summary |
| A proactive and dynamic professional with hands-on experience in business development, client acquisition, and market trend analysis.   * Successfully generated and nurtured leads to meet and exceed sales targets. * Proficient in delivering presentations using Microsoft PowerPoint, creating visually compelling and data-driven sales pitches. * Adept at analyzing customer feedback to refine sales strategies and improve product offerings. * Strong communicator with a knack for building lasting client relationships.   Academic Projects  **Violence Detection System June 2022 – March 2024**  **Tools: Streamlit , PyTorch, MySQL**  A Smart detection system which detect violence in recorded videos as well as by using  live footage  **Responsibilities:**   * Designed the user interface by using Streamlit framework. * Trained the model of violence detection. * Developed the backend of this system, which will analyze the video and then display over the screen that is there any violence or not.   **Electricity Billing System June 2022 – March 2024**  **Tools: React, Node, Docker, Arduino Programming**  A web app where one can check his /her bill and pay online there electricity bill.  **Responsibilities:**   * Designed and implemented the Web App for checking calculationg any paying the bill. * Developed the backend in python. * Integrated a chat bot which help to use the app.   Academic Achievements   * Got first rank in presentation competition (Presented my part of the presentation as well as it was prepared by me). |