

# Manisha Singh

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## Professional Summary

Results-driven engineering graduate with hands-on experience working with B2B SaaS platforms, including CRM-driven workflows and cloud-based deployments. Built and pitched AI-powered recruitment solutions by translating complex data insights into clear, ROI-focused value propositions. Strong at identifying customer pain points, aligning product capabilities with business outcomes, and supporting sales conversations through CRM-led demos, use-case mapping, and solution storytelling.

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## Education

Bachelor of Technology in Computer Science  
Minors in Artificial Intelligence and Machine Learning

Vellore Institute of Technology  
Cumulative GPA: 8.43/10

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## Skills

- **Tools:** MixPanel, Python, Market & competitor analysis, Microsoft Excel, PRD documentation & product requirement analysis, NLP Preprocessing, SQL.
  - **Market Research & Segmentation:** Risk Modeling, Operations Management, CRM, EPC & partner ecosystem analysis, Prompt Engineering, Elevator Pitching & Objection Handling.
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## Experience & Projects

### AI-Powered Resume Screening SaaS Platform - [Link](#)

October 2025–November 2025

- Positioned the platform as a self-serve B2B hiring solution that cuts resume screening time by **60–70%**, reducing hiring effort and costs.
- Communicated AI value through clear, ROI-driven insights, accelerating demos, onboarding, and stakeholder approvals.
- Boosted adoption by highlighting 90% accurate candidate role matching as a daily-use feature that improves hiring quality and confidence.

### RAG-Enhanced Stock Market Intelligence System - [Link](#)

June 2025–August 2025

- Conducted user and market analysis to uncover gaps in existing advisory tools and design a differentiated product offering.
- Improved prediction accuracy by 72%, enhancing credibility and customer confidence in the platform.
- Presented insights through intuitive dashboards, enabling data storytelling for user acquisition and retention.

### Automated Administrative Chatbot - [Link](#)

July 2024–August 2024

- Built a scalable solution adopted by 100+ daily users, validating strong user demand and product fit.
  - Reduced operational workload by 40%, highlighting measurable cost and efficiency gains.
  - Increased engagement by 15% through personalized responses, supporting long-term retention and satisfaction.
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## Leadership Achievements

### BitByBit Club – Lead (Outreach & PR Department)

- Drove student outreach and event pitching via WhatsApp and on-ground engagement.
- Engaged 400+ prospective learners through classroom pitching, WhatsApp outreach, and on-ground promotion, contributing to ₹75k+ cumulative event revenue.

### Cyber Warrior Club – Student Coordinator

- Coordinated end-to-end communication for 200+ students per semester, managing registrations, confirmations and reminders.
- Assisted in pricing and positioning discussions based on student feedback, helping optimize event participation vs pricing balance.