

Utkarsh Kumar Dubey

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Experience

Co-Founder | *Full-Stack Development, Client Strategy, Ops Management*
WebLab, India

Jan 2025 - Apr 2025

- Scaled a client-focused web agency from scratch, onboarding 10+ clients in 90 days through cold outreach and consultative selling; delivered custom websites and dashboards that improved digital operations by up to 50%.
- Led end-to-end business ops—client strategy, delivery timelines, team coordination, contracts, and automation setup, reducing deployment time by 30% and ensuring high-quality delivery across all projects.

Business & Product Intern | *Startup Operations, GTM, Market Research*
Hyaku Innovative Technologies, Jaipur, India

Oct 2024 - Dec 2024

- Partnered with QA and product teams to streamline testing workflows, enhancing cross-functional coordination and improving delivery efficiency.
- Identified and documented 100+ defects, contributing to a 30% reduction in post-release issues and improving product reliability and user retention.

Business Management Intern | *B2B Strategy, Sales Ops, Pharma Infra*
Clad Innovations (Remote)

Jul 2024 - Sep 2024

- Supported business operations for a pharmaceutical infrastructure manufacturer specializing in puff paneling; coordinated client communication, order tracking, and partner engagement remotely.
- Conducted market research and competitor analysis to identify demand hotspots, aiding in pipeline expansion and contributing to a 15% growth in B2B client outreach over 2 months.

Management Trainee | *Inventory & Infrastructure Operations*
FDC Limited, India

Mar 2023 – May 2023

- Assisted in day-to-day operations, including basic inventory management and coordination with local stockists.
- Developed a practical understanding of pharma B2B distribution and on-ground sales execution processes.

Technical Skills

- **Business & Analytical:** Agile, Roadmapping, User Research, SEO, A/B Testing, Business Process Optimization
- **Technical:** C++, SQL, JavaScript, React.js, REST APIs, Flask, MongoDB, AWS (EC2, S3), Git
- **Tools:** Excel, Google Workspace, Notion, Power BI, Tableau (Basics), Postman

Projects

HealthyU | *Full-Stack E-commerce Platform — Team Lead*

Jan 2025 – Feb 2025

- Built a full-stack health commerce platform to improve D2C engagement—boosted user retention by 30% through AI-powered product discovery and wellness-driven shopping journeys.
- Designed secure and seamless transactional flows (JWT, OAuth 2.0, Razorpay API), reducing checkout drop-offs by 20% and improving login conversion by 35%.

ChunarPottery | *Category Expansion for Rural Artisans — Team Lead*

Aug 2024 – Sep 2024

- Launched a scalable B2C platform to digitally enable a legacy product category—drove 40% uplift in artisan sales via SEO-led traffic acquisition and regional brand building.
- Introduced blockchain-based product verification to enhance buyer trust, achieving 100% supply chain traceability and reducing return rates.

IHDR | *B2G Health Intelligence Platform — Hackathon Finalist Project — Team Lead*

May 2024 – Jun 2024

- Developed a national-level platform to aggregate and standardize healthcare data—expanded dataset availability by 40%, unlocking new research and policy insights.
- Reduced latency by 35% and ingestion lag by 50% through system optimization, while ensuring 99.9% uptime and strict compliance with data governance protocols.

Achievements & Leadership

- Top 2% Nationwide – Cleared Coding Round, Accelerate Her in Tech Hackathon (NOKIA, 2025).
- Finalist – HealthTech AI Hackathon (IIT BHU) & Bosch Hackathon (IIT Hyderabad), top 1% nationwide (2025).
- Top 1% Nationwide – Shortlisted among top entries in the Viksit Bharat Challenge 2025, shortlisted from 1.2L+ entries.
- Campus Leadership – Co-founded multiple tech & cultural clubs for flagship campus events with 3,000+ participants.
- Operations Lead - Designed and managed the end-to-end onboarding and accommodation strategy for 6,000+ students during hostel and campus intake cycles.

Education

Vellore Institute of Technology - Bhopal

Aug 2022 - Aug 2026

B.Tech in Computer Science and Engineering, with Minor in E-Commerce Technology, CGPA: 8.02