

# VISHAL SINGH KASHYAP

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## Career Objective

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Motivated and goal-oriented B.Tech Computer Science student with strong interpersonal and problem-solving skills, seeking a challenging sales role to contribute to business development. Eager to apply my analytical thinking, communication abilities, and adaptability in a dynamic work environment that values learning and growth.

## Education

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B.Tech - Computer Science and Engineering, Kalinga Institute of Industrial Technology (KIIT), Bhubaneswar  
2022- 2026 | CGPA: 8.57/10

Senior Secondary (Class 12) CBSE – Trinity Global School, Patna 2022 | Percentage: 85%

Secondary (Class 10) CBSE - Central Public School, Chapra, Saran 2020 | Percentage: 87%

## Skills

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- Effective Communication - Sales & Negotiation - Team Collaboration - Time Management - MS Excel, Google Sheets - Presentation Skills - Customer Relationship Management (Basic)

## Projects & Internships

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Campus Ambassador – JEYSTA corporate Entity

- Promoted product awareness and generated leads within the college community, building communication and persuasive skills.

Event Manager - USC KIIT

- Organized events and managed cross-functional teams to ensure smooth operations and engagement. Strengthened leadership and coordination skills.

## Certifications

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1. **Sales Fundamentals** – HubSpot Academy  
*Covered inbound sales methodology, lead qualification, and sales strategies.*
2. **Soft Skills & Communication** – TCS iON  
*Enhanced professional communication, presentation, and interpersonal skills.*
3. **Digital Marketing Basics** – Google Digital Garage  
*Learned fundamentals of online marketing, including SEO and social media promotion.*

## Extracurricular Activities

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- Participated in inter-college hackathons and technical events
- Anchored and volunteered at tech fests and student summits
- Active member of coding and cultural clubs.

## Achievements

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1. **Successful Campus Ambassador** – JEYSTA Corporate Entity Company  
*Promoted product awareness and generated significant leads within the college community, showcasing sales, marketing, and communication skills.*
2. **Leadership & Initiative** – USC KIIT  
*Demonstrated leadership by managing a team of volunteers and coordinating with sponsors, increasing event participation by 30%.*
3. **Leadership Award** – USC KIIT Event Management  
*Managed large events, led cross-functional teams, and developed organizational skills while ensuring client satisfaction and operational efficiency.*

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