



# VYSHAK S P

## Management Professional

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### KEY SKILLS

**Technical Skills:** SQL, SPSS, R Programming, Excel, HTML/CSS, Bootstrap, PowerBi-Basics, Tableau-Basics.

**Soft Skills:** Effective communication, Team collaboration, Problem - solving, Time Management.

### WORK EXPERIENCE

#### Cincotech Engineering LLP

Sept 2022 – June 2024

1 year 9 months

#### Business Development Executive

- Conducted in-depth market research, identifying potential clients and key industry trends, leading to a 15% increase in lead generation and client engagement.
- Analysed competitor strategies and market dynamics to identify strategic insights, contributing to the company's business development efforts.
- Supported solution design activities, collaborating with cross-functional teams to define requirements and improve service offerings.
- Prepared and delivered detailed product presentations and demos to key stakeholders, resulting in the closure of 10+ major deals.
- Assisted in the creation and maintenance of business documentation, ensuring alignment with evolving business strategies.

#### InstyArt Pvt. Ltd.

May 2023 – Nov 2023

6 months

#### Junior Software Developer – Part Time

- Designed and developed responsive web pages using HTML, CSS, JavaScript, and Bootstrap, improving user experience and engagement.
- Created detailed technical documentation for web development processes, ensuring seamless knowledge transfer and ease of understanding for both internal teams and clients.
- Conducted extensive testing and participated in code reviews, identifying and resolving bugs to ensure optimal performance.
- Contributed to continuous improvement efforts, enhancing internal documentation for process standardization and efficiency.

### ACADEMIC INTERNSHIPS

#### Guidance Tamil Nadu

April 2025 – June 2025

#### Policy - Intern

2 months

- Conducted extensive market research and analyzed over 10 macroeconomic indicators (GSDP, GSVA, exports, etc.) to generate insights for policy recommendations.
- Supported the preparation of business documentation, including proposal summaries, incentive calculations, and recommendations for major investors, ensuring clarity and accuracy.
- Collaborated with senior team members to benchmark industrial policies across 6 Indian states, identifying gaps and providing strategic insights to enhance policy development.
- Assisted in the creation and refinement of presentation materials, delivering findings in a clear, concise manner to stakeholders and contributing to informed decision-making.

### EDUCATION

#### Post Graduate Diploma in Management - Analytics & Operations

July 2024 - Present

Rajagiri Business School, Kochi (Autonomous) GPA: 7.24

#### Bachelor of Technology – Electronics & Communication

2016-2022

Ponnaiyah Ramajayam Institute of Science and Technology (PRIST University) GPA: 7.28

#### Higher Secondary (Class XII) – Biology Maths

2013-2015

Kendriya Vidyalaya Pattom, CBSE 69%

### ACADEMIC PROJECTS & PAPERS

- Automatic Bio-medical Waste Segregation Bin** - Built a TensorFlow-based object detection prototype with 92% classification accuracy, automating waste segregation into color-coded bins. Developed skills in machine learning, IoT integration, and hardware automation (servo motors), improving efficiency and hygiene in hospital waste management.
- Study on the Effectiveness of Tamil Nadu's Single Window Portal for Industrial Approvals** - Conducted primary research with 22 companies, analyzed 90% ease-of-use satisfaction vs. 64% delay cases (avg. 60–90 days), and

recommended real-time tracking, AI-based document verification, and departmental accountability to streamline approvals.

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## AWARDS & RECOGNITIONS

### Young Innovators Program (YIP) 2019-2022

- Recognized as Winners in the Waste Management Category, Organized by Kerala Startup Mission and K-DISC.

### Event Manager - Infloré 2025

- Leading the planning and execution of South India's biggest management fest, overseeing events, coordination, and participant engagement for 2,000+ expected participants.

### Junior Infloré Coordinator – Infloré 24

- Part of the organizing team for Infloré 24, South India's biggest international management fest, handling logistics, coordination, and participant engagement for 3,000+ attendees.

### Industrial Visit Coordinator

- Led a comprehensive industrial visit to Chennai, Delhi, Manali, and Rishikesh, facilitating educational and cultural exposure for participants across diverse locations.

### Cricket Team Member (All-rounder)

- Represented Kendriya Vidyalaya Ernakulam Region at Kendriya Vidyalaya Sangathan (KVS) National Meet (2014).

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**Reference:** Placement Cell, RBS

**Date:** 22/12/2025 **Place:** Kochi, Kerala