

**ROLL NUMBER:** P25701104**Mr. Ayush Patel**  
Male**DOB**

20-Dec-2002

**TECHNICAL SKILLS**

- MS Office
- MS Project
- Primavera
- IBM SPSS
- Microsoft Power BI
- Tableau
- @RISK

**PERMANENT ADDRESS**

SWAPNIL VILLA, ADARSH VIHAR  
COLONY, AWALESHPUR,  
VARANASI  
City: Varanasi  
State: Uttar Pradesh  
Pincode: 221106

**LANGUAGE**

- ENGLISH
- HINDI

**INTERESTS**

- Reading business books & current affairs
- Football & Cricket
- Public speaking & debate
- Arts & Craft
- Traveling & cultural exploration

**SUMMARY OF QUALIFICATION**

| Course / Programme                           | Board / University Name                                                              | CGPA/ (%) | Passing Year |
|----------------------------------------------|--------------------------------------------------------------------------------------|-----------|--------------|
| MBA-APM                                      | NICMAR University, Pune                                                              | 8.86      | 2027         |
| B.Sc. (Hons.)<br><i>Agriculture</i>          | ACHARYA NARENDRA DEVA UNIVERSITY OF AGRICULTURE & TECHNOLOGY, AYODHYA, UTTAR PRADESH | 80.3      | 2025-Jun     |
| Intermediate<br><i>Science (Agriculture)</i> | UP BOARD, UTTAR PRADESH                                                              | 86.54     | 2021-Jul     |
| High School                                  | CBSE, UTTAR PRADESH                                                                  | 63.2      | 2018-May     |

**INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 14 Weeks)****Sri Vaarahi Real Assets**

04-May-2026 - 04-Jul-2026

**8 Weeks****PROFILE:** Marketing Analytics and Digital Strategies

- Analysed pricing, demand and competitor data across **15+ residential projects** to identify market trends and support data-driven pricing and positioning decisions.
- Developed **Power BI dashboards** tracking inventory, lead conversion, campaign KPIs and sales performance for management reporting and performance monitoring.
- Evaluated digital campaign performance using engagement and conversion metrics to identify performance gaps and lead-generation opportunities.
- Streamlined CRM-based lead tracking and follow-up workflows, improving process visibility, sales coordination and customer response management.

**K. K. INDUSTRIES**

01-Mar-2025 - 18-Apr-2025

**6 Weeks****PROFILE:** MANAGEMENT TRAINEE INTERN (PROJECT & SALES OPERATIONS)**MANAGEMENT TRAINEE INTERN (PROJECT & SALES OPERATIONS)**

- Redesigned project execution and control processes, identifying process gaps and improvement opportunities that reduced project turnaround time by **15%**.
- Developed **Power BI dashboards** to monitor project progress, KPIs, milestones and management-review metrics, supporting data-driven performance monitoring.
- Coordinated with sales, logistics and vendor teams to strengthen cross-functional project controls and support adherence to project schedules.
- Analysed project performance information to identify operational issues and support management decision-making and process improvement initiatives.

**CORE COMPETENCIES**

**Risk, Governance & Controls:** Enterprise Risk Management, Risk Identification & Assessment, Project Governance, Process Controls, Risk Monitoring, Quality Management, Compliance Monitoring

**Process & Project Management:** Process Review & Improvement, Project Planning & Scheduling, WBS, Gantt Charts, CPM, EVM, PMO Support, SOP Development

**Data Analytics & Reporting:** Risk Analytics, Data Analysis, KPI Monitoring, Management Reporting, Power BI Dashboards, Performance Analysis, Scenario Analysis, Monte Carlo Simulation

**Cost & Performance Management:** Cost Estimation, Budgeting, Cost Variance Analysis, Project Cost Engineering, Project Formulation & Appraisal

**Consulting & Business Analysis:** Business Process Analysis, Problem Solving, Business Research, Competitor Analysis, Cross-functional Coordination, Stakeholder Management

**Supply Chain & Contracts:** Procurement & Contract Management, Tendering, Bid Evaluation, Vendor Coordination, Supply Chain Management

**Sector Knowledge:** Infrastructure Project Management, Oil & Gas Project Management, Project Risk Management

**Project Sales & Key Account Management:** Sales Funnel & Lead Conversion Tracking, CRM Workflows, Stakeholder Management, Competitor & Market Analysis, Cross-functional Coordination

### CERTIFICATION DETAIL

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- Six Sigma Green Belt Specialization Kennesaw State University (via Coursera)
- Data Analysis and Visualization with Power BI Microsoft (via Coursera)
- The Intersection of Finance, Strategy, and Sustainability Business School & University of Oxford (via Coursera)
- Agriculture 4.0: The Future of Farming Technology & Agripreneurship Development (2022)

### ACHIEVEMENT DETAIL

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- **Academic:** 1st Rank, Class 12, among 378 Students, Distinction (2018)
- **Academic:** General Proficiency Award, Sunbeam Suncity School (2018)
- **B-School:** Finalist, Asian Paints Smart Idea Challenge (2025)
- **Research:** District Child Scientist, NCSTC-DST, Government of India (2021)