NICMAR University, Pune

MBA-APM | MBA in Advanced Project Management

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.) *Agriculture*	ACHARYA NARENDRA DEVA UNIVERSITY OF AGRICULTURE & TECHNOLOGY, AYODHYA, UTTAR PRADESH	80.3	2025-Jun
Intermediate *Science (Agriculture)*	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)

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• 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

- 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

- **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)