

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. <i>Honours</i>	ACHARYA NARENDRA DEVA UNIVERSITY OF AGRICULTURE & TECHNOLOGY, AYODHYA, UTTAR PRADESH	80.3	2025-Jun
Intermediate <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

- Conducted market and competitor research on pricing, demand and positioning across **15+ residential projects**, structuring the findings into trend insights that supported data-driven pricing and positioning decisions.
- Built **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, identifying 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)

- Reviewed and redesigned project execution and control processes, identifying process gaps that **reduced project turnaround time by 15%**.
- Analysed project performance data to identify operational issues and support management decision-making and process improvement.
- Built **Power BI dashboards** to monitor project progress, KPIs, milestones and management-review metrics.
- Coordinated with sales, logistics and vendor teams, engaging multiple stakeholders to strengthen cross-functional controls and schedule adherence.

CORE COMPETENCIES

- **Real estate and infrastructure advisory:** feasibility analysis, market analysis, techno-economic viability, business planning, project formulation and appraisal, pricing and market positioning, DPR preparation
- **Market research and intelligence:** secondary research, competitor benchmarking, market and demand analysis, demand forecasting, trend analysis, research methodology (questionnaire design, sampling), insight generation
- **Financial analysis and modelling:** financial modelling in Excel, projected cash flows, discounted cash flow (NPV / IRR / MIRR / profitability index), break-even analysis, sensitivity and scenario analysis, Monte Carlo simulation, cost estimation, budgeting
- **Data analytics and reporting:** Power BI dashboards, MS Excel, PowerPoint, data visualisation, KPI monitoring, management reporting, IBM SPSS, Tableau
- **Consulting skills:** business process analysis, problem solving, stakeholder management, cross-functional coordination, report writing, presentations, public speaking and debate

- **Risk and sector knowledge:** risk identification and assessment, project risk management, residential real estate, infrastructure project management, oil and gas project management

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)