ANSH VISHWAKARMA

Conversation-First Graduate Trainee | Learner Counselling • Lead Follow-Up • Ethical Selling

I turn first conversations into confident career decisions, ethically.

Kanpur, Uttar Pradesh, India (Open to relocate PAN-India) | +91 84003 85071 | contact.ansh03@gmail.com
LinkedIn: linkedin.com/in/v-ansh | GitHub: github.com/Ansh-vibe | Portfolio: ansh-vibe.github.io/ansh-portfolio-website

15 registrations in 2 days (Kin-G) | **3+ webinars** organized | **65+ students** represented as Class Rep | **5+ clients** managed | Hindi + English | BCA (2027)

PROFESSIONAL SUMMARY

Communication-first final-year BCA student who has already done what a counsellor does every day: reached out to people, understood what they wanted, explained options clearly, handled queries and followed up until they acted. Achieved **15 registrations in two days** as Campus Ambassador at Kin-G Technology (EdTech), organized 3+ career webinars, served as the communication link for **65+ students** and currently manage **5+ client relationships** as founder of OREN. Tech-fluent (Python, SQL, Excel, Power BI, Next.js), so I can explain digital products with credibility. Seeking a Graduate Trainee counselling role at Jaro Education, guiding working professionals and graduates toward their upskilling and higher-education goals: ethical, target-driven and coachable.

CORE SKILLS

Counselling & Communication: Learner/Candidate Counselling, Needs Discovery, Active Listening, Query Handling, Verbal & Written Communication (Hindi, English), Presentation
Lead Engagement & Follow-Up: Outreach, Lead Follow-Up, Relationship Building, Registration Drives, Follow-up Management, Customer Engagement, Ethical Selling
CRM & Reporting: Basic CRM Workflows, MS Excel, Power BI, Data Reporting, Documentation
Work Style: Target-Oriented, Self-Motivated, Coachable, Persistent, Adaptable, Customer-First, Team Player
Tech Edge (supporting): Python, SQL, C, Java, Next.js, React, Git, AWS & MongoDB Fundamentals

EXPERIENCE

Founder & Business Lead – OREN Website Development Services | Apr 2026 – Present | Live site
- Own the full client journey for 5+ domestic and international clients: outreach, requirement discovery, onboarding, delivery coordination and follow-up.
- Run discovery conversations to understand each client's goals and concerns before recommending a solution.
- Delivered 3+ live client websites: Rooftop Reserve, Intimate Feast, Khadak Dining Portal.

Campus Ambassador – Kin-G Technology Pvt. Ltd. (EdTech) | Sep – Oct 2025
- Achieved **15 registrations in two days** through direct outreach to students.
- Organized 3+ webinars connecting students with industry mentors; handled participant communication, registrations, queries and follow-ups.
- Acted as the primary point of contact between the company and students, guiding them to the right resources.

LEADERSHIP & ACHIEVEMENTS

- **Class Representative, Axis Colleges (Sep 2024 – Apr 2026):** communication bridge between faculty and 65+ students; coordinated schedules and resolved concerns.
- **Captain, Axis Colleges Cricket Team (2024–25):** led the team in CSJMU university-level tournaments twice.
- **Volunteer Leader, NextGenClub Coding Competition (2025):** assisted and mentored participants. **Participant,** Hult Prize IIT Bombay Global Entrepreneurship Bootcamp 2025.

PROJECTS

CVForge – AI Resume Builder | Live app
- Built and deployed a web app that generates ATS-optimized resumes for job seekers using AI.

EDUCATION

Bachelor of Computer Applications (BCA) – Axis Colleges, Kanpur (CSJM University) | 2024 – 2027 | CGPA: 7.62

Higher Secondary (Science, Computer Science) – U.P. Board | 2024 | 86.2%

CERTIFICATIONS

Marketing & Outreach: Digital Marketing Fundamentals – IIDE (Jan 2026)
Adobe Digital Marketing – Coursera (Dec 2025)
Digital Marketing & Outreach Internship Certificate – Kin-G Technologies (Sep 2025)

Simulations: Deloitte Data Analytics Job Simulation
Accenture Software Engineering Job Simulation (Forage, 2025)

Analytics & Tech: Microsoft: Power BI, Analytics Process, Computer Networking, Excel Automation (Verify)
Cisco Networking Basics (Verify)
AWS Technical Essentials
MongoDB Fundamentals

AI Literacy: Generative AI Essentials – TCS iON / MPIT (2026)
Be10x AI Tools Workshop