

Nishkarsh Verma

7004771664 | nishkarsh.verma1997@gmail.com | [linkedin.com/in/nishkarsh-verma-618074172/](https://www.linkedin.com/in/nishkarsh-verma-618074172/) |

EDUCATION

Lalit Narayan Mishra Institute of economic development and social change <i>MBA</i>	Patna, India <i>Aug. 2023 – June. 2025</i>
Amity University, Patna <i>B.Tech in Computer Science and Engineering CGPA:9.49</i>	Patna, India <i>Sep. 2017 – June. 2021</i>
Kendriya Vidyalaya Danapur Cantt <i>Senior Secondary Percentage: 70.4%</i>	Patna, Bihar, India <i>April. 2014 – March. 2015</i>

EXPERIENCE

ITC Limited. <i>Sales trainee</i>	March 2025 - August 2025 <i>(Bihar, India)</i>
<ul style="list-style-type: none">Undergone rigorous training stinct in all channels of FMCG business including Gr1A:Biscuit, choclate, confectionary, noodles, juice, Gr1B: Atta, breakfast, cereals, Gr2: Agarbatti, matches, PCP and Cigarette at different locations in Bihar and JharkhandResponsible for driving overall business growth by enhancing productivity, boosting sales, and strengthening distribution networks.Actively involved in establishing new distribution points from the ground up, which included identifying untapped markets, designing effective beat plans for salesmen, and onboarding new retail outlets to ensure a smooth and scalable distribution network.Managed multiple distribution points, overseeing day-to-day operations such as stock ordering, ensuring timely and accurate product deliveries to retailers, wholesalers, and stockists. Additionally, I conducted regular training sessions for salesmen to improve their efficiency and product knowledge, ensuring smooth and effective market execution.	
ITC Limited. (Food Division) <i>Summer Internship Trainee</i>	Jun 2024- Aug 2024 <i>Gaya (Bihar, India)</i>
<ul style="list-style-type: none">Conducted targeted field visits in Gaya to promote Marie, DF Fills, and Besan, identifying new markets and customer segments. This effort increased product visibility by 20% and boosted sales by 25% within one month.Conducted a comparative analysis using Python data tools such as Pandas, Numpy, and Matplotlib on over 25 ITC products versus competitors; insights led to improved product positioning in the market by 15%.Generated comprehensive reports comparing competitor marketing strategies against internal practices while analyzing key performance data to improve promotional tactics across five different products over 1.5 months.	
Publicis Sapient <i>Software Developer</i>	Jan. 2022 – May. 2022 <i>Remote (Gurgaon, India)</i>
<ul style="list-style-type: none">Designed and implemented a secure signup and login page with robust authentication and validation for a movie booking platform, reducing user registration time by 30% and improving account security.Developed category pages with advanced filtering options for food items on a grocery e-commerce website, increasing user engagement by 20% and enhancing overall user experience.Built an intuitive front-end interface for supervisor mapping, streamlining the team-to-manager allotment process, reducing time spent on allocations by 40% and improving overall workforce management efficiency.Leveraged front-end technologies including HTML, CSS, JavaScript, SASS, React.js, and Redux to develop responsive, interactive web applications.	

PROJECTS

NotesPro | *HTML, CSS, SASS, JavaScript, SQL, PHP* |

- * Engineered a website enabling students and teachers to upload and download course notes, achieving a **25%** increase in user engagement and improvement in educational resource accessibility within one month
- * Transformed the website into an APK file, ensuring consistent functionality and a seamless user experience across Android platforms, achieving compatibility on **80%** of devices.

TECHNICAL SKILLS

Languages: Javascript, C++, C, Python

Web Development: HTML, CSS, SASS, React Js, REST API, SQL (MySQL) , Postman

Data Analytics: Pandas, NumPy, Matplotlib, Seaborn, SQL , Power BI, Tableau.

General: Object-Oriented Programming, Database Management System

ACHIEVEMENTS

- * Published a paper titled **Development of iOS: A revolutionary transformation and the future** (IJARET, 11(6), 2020, P.445-454 This letter is all about the analysis of first ever operating system that changed the entire era of mobile phones.
- * **Secured 1st position** in B.Tech (Gold Medalist)

CERTIFICATIONS

- * **Data Analytics Using Python** : Completed a Data Analytics course using Python from SWAYAM NPTEL, IIT Roorkee, gaining hands-on experience in data analysis techniques and tools with **92%** marks in exam.