

# Nishkarsh Verma

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

## EDUCATION

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

## EXPERIENCE

<b>ITC Limited.</b>	March 2025 - August 2025
<i>Sales trainee</i>	(Bihar, India)
• Undergone rigorous training stint in all channels of FMCG business including Gr1A:Biscuit, chocolate, confectionary, noodles, juice, Gr1B: Atta, breakfast, cereals, Gr2: Agarbatti, matches, PCP and Cigarette at different locations in Bihar and Jharkhand	
• Responsible 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.	
<b>ITC Limited. (Food Division)</b>	Jun 2024- Aug 2024
<i>Summer Internship Trainee</i>	Gaya (Bihar, India)
• 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 <b>20%</b> and boosted sales by <b>25%</b> within one month.	
• Conducted a comparative analysis using Python data tools such as Pandas, Numpy, and Matplotlib on over 25 ITC products versus competitors; <b>insights led to improved product positioning in the market by 15%.</b>	
• 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.	
<b>Publicis Sapient</b>	Jan. 2022 – May. 2022
<i>Software Developer</i>	Remote (Gurgaon, India)
• Designed and implemented a secure signup and login page with robust authentication and validation for a movie booking platform, <b>reducing user registration time by 30%</b> and improving account security.	
• Developed category pages with advanced filtering options for food items on a grocery e-commerce website, increasing user engagement by <b>20%</b> 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 <b>40%</b> 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.