

# AKSHIT YADAV

Male, 23

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## CAREER OBJECTIVE

I'm eager to shine in business analytics and marketing, using my CRM, ERP, and chatbot skills to improve efficiency and customer connections. With my MBA knowledge and Excel expertise, I'm excited to provide smart, data-driven solutions in fast-moving companies.

## INTERNSHIPS

6 Months

ADCC Academy Pvt. Ltd.

Intern

feb'25 – Jul'25

- Managed CRM & ERP systems and trained the WhatsApp chatbot to automate responses and streamline lead handling.
- Designed marketing emailers and optimized lead filters using performance insights for better conversions.
- Boosted better collaboration between admissions, marketing, and other teams.

## EDUCATION

Year	Degree	Institute	% / CGPA
2026	MBA (pursuing)	DMIHER, Wardha	-
2022	B.com	Tapasya Degree College, Hyderabad	7.95
2019	12 <sup>th</sup> (Board)	G.S College of Commerce, Wardha	76.62
2017	10 <sup>th</sup> (Board)	New English Academy of Genius, Wardha	9.4

## POSITION OF RESPONSIBILITY

School house leader, 2016

- Organised various events in school. Which outshined the skills of students.

## PROJECTS ( Research Paper)

### GST Frameworks Across Borders – A Comparative Study of India and Global Models

- A comparative analysis of India's GST system with global models using secondary data to recommend structural simplifications and policy refinements for improved compliance.

## ACADEMIC ACHIEVEMENTS & CERTIFICATIONS

- Certificate of Recognition (UCSI)**- Gained confidence, public speaking skills, teamwork, and foundation in **business analytics**. 2025
- Certificate of Attendance (UCSI)** 2025
- Fundamental of management. (coursera)**- Developed understanding of planning, organizing, leadership, control, and managerial decision-making. 2024
- Forex - trading around the world. (coursera)** - Understood **global forex trading, currency valuation, market dynamics, economic impacts and risk factors**. 2024
- MS-CIT** - Mastered Basic to Advanced **Excel functions: formulas, pivot tables, dashboards, and automation**. 2018

## EXTRACURRICULAR ACTIVITIES

- Participated several rugby tournaments at stage level 2015-16
- Participated in National Football League held in Goa 2018
- Selected in an event organized by Rotary club of Wardha which results in visit to Singapore
- Participated in INTERNATIONAL STUDENT IMMERSION PROGRAM: BUSINESS ANALYTICS (UCSI, MALAYSIA) 2025