AYANTIKA ROY

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SUMMARY

B.Tech IT graduate with a strong foundation in data privacy and compliance, currently advancing knowledge in GDPR, ISO standards, risk management, and regulatory frameworks. Skilled in applying compliance principles to support secure, ethical, and client-focused business operations.

Working as an Academic Counsellor and Business Development Executive, driving revenue growth through lead generation, client acquisition, pipeline management, and career counselling. Experienced in building strong client relationships, optimizing sales workflows, and achieving business targets. Combining compliance awareness with business development expertise to deliver sustainable growth strategies aligned with organizational goals and regulatory requirements.

EDUCATION

2021-2025

B.Tech in Information Technology
MCKV Institute of Engineering.
CGPA: 8.22

2020-2021

Indian School Certificate (ISC)
Pearls of God.
Grade: 81.8%

2018-2019

Indian Certificate of Secondary Education (ICSE)
Pearls of God.
Grade: 92.4%

SKILLS

Technical Skills: Java, MYSQL, RESTful APIs, Python, C, HTML5, CSS3, JavaScript, REACT, Flask, Node JS
Courses: Data Structures and Algorithms (DSA), Object Oriented Programming (OOP), Database Management System (DBMS)
Language: English, Hindi, Bengali, Japanese (learning phase)

EXPERIENCE

June 2025

Graduate Trainee/Business Development Executive / Customer Support Executive, Jaro Education - Bangalore

- Optimized business development strategies by collaborating with teams, nurturing leads, and improving conversion metrics.
- Increased enrolment growth through consultative counselling, client relationship management, and targeted sales strategies.

Feb 2025

Customer Relationship Executive, OnlineLegalVakil (OLV)- Howrah

- Learned ZOHO and Salesforce CRM to manage leads, automate workflows, and streamline client interactions.
- Converted clients into leads, boosting sales growth and improving client acquisition.

Aug 2024

Deep Learning Intern, Indian Statistical Institute (ISI) – Kolkata

- Improved model accuracy by using GANs to generate realistic cyclone data.
- Enhanced training efficacy by 30 percent with augmented historical cyclone data.

April 2024

Web Developer Intern, Oasis Infobyte – Delhi

- Optimized UI/UX for a delivery application with HTML5, CSS, and Java Script, resulting in a 30 percent faster loading time and seamless performance across devices.
- Enhanced user engagement by 40 percent by developing a weather app with NodeJS and ExpressJS for real-time data.

PROJECTS

Interview Communication Practice and Assessment Platform.

- Developed a web app to assess users' communication skills through audio responses to interview questions with instant feedback.
  Tools Used: React.js, HTML5, CSS3, Flask (Python), MediaRecorder API, Netlify, Render

Personal Portfolio Website.

- Maintain and optimize the website by consistently integrating new achievements and updates to reflect ongoing progress.
- Tech Stack: HTML5, CSS3, JS

CERTIFICATIONS

Asha AI Hackathon (2025)

- Built a chatbot to help women re-enter the workforce with real-time, context-aware support on jobs, mentorships, and skill-building. Ensured privacy by avoiding data storage and logins; included bias detection and ethical responses. Tools Used: Python, Flask, React.js, JavaScript, HTML/CSS, Retrieval-Augmented Generation (RAG), Semantic Search, Natural Language Processing (NLP), Speech Recognition , OpenAI API