

VINAYAK SINGH

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SUMMARY

Former startup founder with a proven track record in client relations, strategic partnerships, and cross-functional team leadership. Delivered 18+ client projects across different countries, driving success in client acquisition and revenue generation. Skilled in strategic planning, stakeholder management, and applying business insight to complex challenges. Seeking opportunities where business insight meets product innovation.

EXPERIENCE

Project and Operations Intern – Gram Sudhar Samiti (NGO)

Oct 2025 - Present

- Community Leadership: Applied project management for on-ground events, coordinating volunteers to drive social upliftment initiatives.
- Digital Strategy: Led platform revamp and provided tech consulting; boosted outreach for community development programs

Client Relations Intern – Vensure Pvt Ltd (US-based)

Feb 2025 - April 2025

- Provided client feedback insights that influenced CRM and operational enhancements.
- Gained hands-on experience in relationship management and business communication.

Founder - www.thenexcraft.com

Sep 2024 - June 2025

- Founded and operated a tech consultancy, delivering 18+ client projects across the globe.
- Managed cross-functional teams, handled client acquisition, and oversaw project execution.

President - FullStack Club

Aug 2023 - July 2024

- Led a 55-member student tech club recognized as the university's most impactful.
- Organized coding workshops and project showcases focused on full-stack development.

Sponsorship Head - Student Council

June 2023 - May 2024

- Secured Rs. 4 lakh sponsorship for events through strategic partnerships.
- Organized different events including the annual cultural fest of college.

Business Development Intern - Children who code

Sep 2023 - Jan 2024

- Supported marketing strategies and tech initiatives to enhance outreach.
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PRODUCT FELLOWSHIP

NextLeap Product Management Fellowship

May 2025 - Present

- Learning product development, user research, GTM strategy, and success metrics.
 - Participated in hands-on case studies, teardown reviews, and mentor-led sessions.
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EDUCATION

Bennett University, Noida | B.tech in Computer Science

July 2022 - May 2026

CGPA : 8.0 | Specialization in FullStack Development

S.V Public School, Uttar Pradesh

March 2019 - June 2021

State Basketball Player U19 | NCC 'A' Certificate

PROJECTS

Global Client Projects (via nexCRAFT)

Delivered 18+ tailored web and mobile solutions for clients in US, UK, UAE, and Europe.

Smriti (Social Media for Elderly):

Developed a platform using HTML, CSS, JavaScript, and MongoDB to reduce loneliness among seniors.

BU News:

Built a centralized event platform for college clubs using Node.js and MySQL.

PERSONAL COMPETENCIES

Strategic Thinker • Cross-Functional Leadership • Stakeholder Management • Data Analysis • GTM Strategy • Problem Solving • Financial Acumen • Product Strategy • Marketing

CERTIFICATIONS

- Software Development Processes and Methodologies – [Coursera](#)
- Node.js & MongoDB – [Coursera](#)
- React Basics – [Coursera](#)
- Fundamentals of Network Communication – [Coursera](#)
- Data Structures – [Coursera](#)