

Ashutosh Nayak

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Profile — Computer Science engineer specialising in Artificial Intelligence, working as a Business Analyst & Frappe Developer. Combines AI/ML, enterprise development, business analysis and data analytics to engineer intelligent business solutions. Experienced in building ERP/CRM solutions on the Frappe Framework, developing custom software, web and Flutter applications, and turning data into decisions. Completed a research internship at IIT (BHU), Varanasi.

Skills

AI & ML: LLMs, Agentic AI, NLP, Prompt Engineering, Model Evaluation

Programming: Python (Pandas, NumPy), SQL, R, C, C++

Development: Web Development, App Development (Flutter), Frappe Framework, ERPNext, CRM, ERP

Analytics & BI: Excel (Advanced), Power BI, Google Sheets, Data Visualization

Business Analysis: Requirement Gathering, BRD / FRD / SRS, User Stories, Process Mapping, UAT

Tools: Overleaf, Draw.io, Git, Canva, AI tools

Experience

Profezzo

May 2026 – Present

Business Analyst & Frappe Developer

- Gather and analyse business requirements; run client meetings and solution discussions
- Prepare BRD, FRD, SRS, user stories and process flows; coordinate delivery across the SDLC.
- Design, develop and customise ERP/CRM solutions on the Frappe Framework and ERPNext.
- Build custom software, web and Flutter applications from requirement analysis to deployment; run functional testing and UAT.
- Work closely with the CEO on business strategy, solution architecture and client relationship management.

Amrevx Pvt. Ltd.

Jan 2026 – May 2026

Data Analyst

- Built real-time performance dashboards and a top-to-bottom ranking system for 30–40 employees, enabling live monitoring and data-driven decisions.
- Automated weekly reporting in Excel and Google Sheets, significantly reducing manual effort.
- Collected, cleaned and analysed customer, sales and operational data to surface trends and track KPIs.
- Managed CRM data and generated periodic business reports for management review.
- Handled IT operations, guided the team, and coordinated with the CEO and team leader to present insights.

IIT (BHU), Varanasi — Dept. of Computer Science & Engineering

Feb 2025 – Jun 2025

Research Intern

- Developed and fine-tuned open-source LLMs for a healthcare Doctor Recommendation System on the Practo dataset.
- Coordinated and mentored a team of 10–15 research interns and reviewed their progress.
- Worked closely with the professor on project planning, estimation and the DRDO proposal presentation.
- Designed flowcharts and system diagrams for multiple research articles; documented architecture in Overleaf and Draw.io.

Projects

LLM Doctor Recommendation System

Python, LLM, NLP

- Fine-tuned open-source LLMs on the Practo healthcare dataset for personalised doctor recommendations based on symptoms, disease category and specialisation.
- Built the full pipeline: data cleaning, preprocessing, ML classification for illness detection, instruction tuning and evaluation; deployed via Flask/Streamlit with location-based filtering.

ERP & CRM Solutions

Frappe, ERPNext

- Designed and customised ERP/CRM workflows, forms, reports and print formats for client deployments across manufacturing businesses.

Library Management System

Python, Frappe, MariaDB

- Enterprise app with book issue/return workflows, a member self-service portal, automated overdue fines and reminders, role-based access control, and real-time dashboards.

Business Analytics Dashboard

Power BI, SQL

- KPI dashboards covering sales, customer and operational data; automated recurring reports for management decision-making.

AI Chatbot & Reading Assistant

LLM, NLP, Prompt Engineering

- Context-aware chatbot using a pretrained LLM with the Gemini API for real-time responses, query handling and task automation.
- Reading assistant web app with text-to-speech, highlighting and quick word-lookup for efficient reading across devices.

Metro Crowd Indicator

YOLOv8, LSTM, Python

- AI-based monitoring system using YOLOv8 for real-time crowd-density detection and LSTM for time-series congestion prediction.

Attendance Management App

Java, XML, Firebase

- Android app for attendance record automation and report generation with role-based access.

Education

B.Tech (Hons.) – Computer Science & Engineering (Artificial Intelligence)

Expected 2026

Chhattisgarh Swami Vivekananda Technical University, Bhilai

Advanced Diploma in Computer Applications (ADCA) — A Grade

alongside Class XII

ICE Computer Education

Saraswati Shishu Mandir Higher Secondary School, Neora

Intermediate (2022) — High School – 89.83% (2020)

Certifications

- Learn Python Programming: Beginner to Master — Udemy
- Management Information System — NPTEL (Swayam), Jul – Oct 2025
- Research Internship — Dept. of Computer Science & Engineering, IIT (BHU), Varanasi, 2025

Achievements & Leadership

- Selected as a Research Intern at IIT (BHU), Varanasi; mentored a team of 10–15 research interns.
- School Leader (twice) and School Co-Leader; Class Monitor for 10 years — represented class and school.
- Organised and managed school- and college-level events, handling planning, coordination and team supervision.
- Three-time School Quiz Competition Winner; contributed to a DRDO project proposal.
- Active in public speaking, debates and extempore, enhancing communication and leadership skills.

Additional Information

- **Interests:** Data Analytics, Business Analytics, Operations, Product Management, HR Management
- **Currently Exploring:** Agentic AI, Advanced Prompt Engineering, Enterprise AI Applications, AI + ERP Integration
- **Languages:** English, Hindi