

Objective:

To work towards achieving the greater success in my career through hard work, consistency and the ability to work with others to achieve organizational goals, aims and objectives.

Key Skills

Client Relationship, New Client Acquisition, Event Management, Client Servicing, Blogging, Digital Marketing, Expertise in Presentations and Excel, Roadshows, Team Handling, Site Development.

Brief Summary:

- Good academic record (Bachelors of Engg. in computers) along with participation in various extracurricular activities at intra and inter college level.
- Focused, hardworking, self motivated with proven capability to meet high pressure deadlines and coordinate multiple projects.
- Proven record in managing new training program that increases technology awareness among students and young professionals and also leads to increase in sales.

Work Experience

Partner : Entrench Electronics Pvt. Ltd.

May 2015- Present

- Running the organization successfully and generating consistently growing revenues.
- Leading the business Development and Marketing Department also supporting in different verticals of organization.
- This Expertise complements my ability to built a strong client base and drive revenue growth.
- **Digital Marketing:** Managing the Blog, Facebook Page , SMS management and other various means of Digital Marketing.
- **Human Resource:** Recruited, hired and trained many marketing and sales specialists, improving overall sales.
- **Finance:** Managing the finances of organization.
- Expanding existing relationship and increasing penetration across the nation.
- Preparing the training material for the various events/workshop according to the need and for the new Entrant in organization.
- Providing freelancers for all the technologies specially designed for engineering student.
- Manage the complete creative design of proposal, marketing and advertising content.
- Co develop and execute new training program according to the requirement of the client
- Projects:
 - Conducted the Entrench Workshops in IIT Delhi, IIT Bombay, IIT Madras, IIT Pallakad, NIT's college and other reputed colleges/schools of PAN India including Chirec International School, Bharathi Vidya Nikethan, Maharana Mewar School and many more.
 - Managing the workshops and technical events like hackathon, Robotics Championship etc.

Business Development Executive

Robosapiens Technologies Pvt. Ltd, Noida (July 2013 - 9 April, 2015)

- Acquiring the new clients and maintaining relationship with existing clients and providing them support as required.
- Conducting the workshop, events in various school, colleges & institutes.
- Plan, schedule and implement work plans and activities in a cost effective and safe manner to enhance the productivity.

- Preparing the training material for the various events/workshop according to the need and for the new Entrant in organization.
- Projects:
 - Conducted the Robosapiens road show in IIT Delhi during their annual technical and cultural fest.
 - Managing the Robosapiens Workshop
- Achievements:
 - Promoted within 6 months of joining.
 - Handling sales and technical roles in organization basis, strong technical and interpersonal skills.

Project Undertaken

Project Name	Online Shopping System
Platform	Windows XP/7
Duration	4 Month
Database	SQL Server 2005
Language	JAVA, HTML

Technical Skills

Languages:	C /C++,Core JAVA
Concepts:	Basics Of Data Structure, SQL
Hardware:	ATMEGA (8/16/32), 8051
Operating System:	Windows (7) and Linux (mint)
Other Skills:	Microsoft Outlook, Microsoft Excel, Microsoft Power Point

Education Qualification:

2013	B. Tech (Computers)	Bhagwant Inst of Engg, Muzzafarnagar (Gautam Budhha Technical University)	66.33%
2009	XIIth (CBSE)	Translam Academy International, Meerut	75%
2007	Xth (CBSE)	Translam Academy International, Meerut	63%

Positions held and Participation

- Class Representative and Placement coordinator for the Computer batch of 2009.
- Organizing the various events in colleges like inter & intra college cultural and technical fest, Sports meet.
- Participated in various cultural events inter and intra college fest.
- Participated in various cultural activities in intra and inter school competitions.
- Organizing the blood donation camp in college in year 2012 and 2013.