|  |  |
| --- | --- |
|  | **PRATEEK PRALHAD KULKARNI**  Sreekanteswara Nilaya, 24th Main, 5B Cross,  BTM 2nd Stage, Bangalore  +91 9422588251  prateekvk@protonmail.com |

**EDUCATION**

**2016: September - 2017: September, The University of Manchester, United Kingdom**

MSc Innovation Management and Entrepreneurship; Obtained result 67.66% Class: Merit

* Achieved first class for analysing a business and offering solutions to the challenges faced by the business. Led a group of three and developed skills like time management, better communication, and interpersonal skills.
* Achieved distinction for an investment appraisal project consisting of financial analysis and comparison of the investment required for Tidal power plant and Wave power plant in the UK. Acquired an interest in financial markets.
* Achieved first class for analysing a Bio-Technology business start-up, and developing its business model and financial analysis. Led a team of three members and improved team collaboration and coordination skills.
* Achieved first class for analysing a business using IBM SPSS software and coming up with a marketing plan. Improved problem solving and analysis skills.
* Dissertation improved my analysis skills, interviewing skills, and qualitative research abilities.
* Achieved a number of skills from better communication to team working, problem solving, analytical skills, negotiation skills, working under pressure, etc.

**2007: August – 2011: June, Goa University, India**

Bachelor of Engineering in Electronics and Telecommunications, Result 68.9%, Class: First

* Developed technical skills and advanced knowledge in engineering sciences. Completed Mini projects in C and C++.
* Developed strong analytical and numerical abilities. Acquired ability to multitask and work under time pressure.
* During the final year of the Bachelor of Engineering degree, performed individually a software project using JavaScript. Achieved the maximum score of 146 out of 150.

**PROFESSIONAL AND ENTREPRENEURIAL EXPERIENCE**

**2019: February 18 – 2019: July 31, Technical Officer, Atria Institute of Technology, Bengaluru**

Technical Officer at Atria Business Innovation Centre (Atria Institute of Technology); delivering the responsibility of mentoring alumni, engineering graduates and faculty members with their start-up ideas.

* Marketed the Innovation centre established by Atria Institute of Technology, within the institution and also with outside entrepreneurs, invited them for talks at the institution.
* Helped the growth of student start-ups and established relations with other Incubation centres (in Bengaluru).
* Brought into the innovation centre, faculty members to invest and establish their start-ups at the institution itself.
* Conducted Student Entrepreneurship Development Programs for the students aspiring to learn about Entrepreneurship tools.
* Guiding new start-up teams (of students, faculty members, etc.) with their start-up ideas, creating business models, and monitoring prototype developments. Mentoring them with the business concepts.

**2018: February 21 – 2018: June 21, Business Development Executive, IDES Global Pune**

* Won occasions to market my company to top management of several clients in the USA, and successfully, ignited an interest in them, such that we were accepted for consideration to be contracted.
* Earned a sale worth US$ 400 from a construction client, within a very short time span from the time had introduced the company to him.
* Successfully, won appointments with several clients post marketing the company, and hence scheduled several top management meetings with them.

**2011: July – 2015: May, Startup, India**

* Invented a new renewable energy generator design.
* Showcased this project to the US government’s Department of Energy.
* Registered the startup with NATO. Also marketed this design on Japan's External Trade Organization – JETRO.
* Contacted the Energy departments of the various governments from Europe, requesting for an opportunity to showcase the new energy design.
* Showcased the energy design to the secretary of the Indo-US Energy department, at the US Embassy in New Delhi, India.

**2013: December, Tejas Networks, Telecom Trainee, India**

* Acquired basic telecommunication product knowledge comprising of SDH, EMS, NMS basics and L2 switching conducted by Tejas Networks, Bangalore, India, of their products.
* Won certifications for these trainings in December 2013.

**RESEARCH PUBLICATIONS**

At present, have a total of three publications one in Management, second in Computer Science, and third in Mathematics/Signal Processing/Fiber optics branch of Electronics.

* Research paper derived from my **M.Sc dissertation** has been published.

1. Prateek Pralhad Kulkarni, A qualitative analysis of the ‘Experiential learning’ of business school students and graduates through their participation in The University of Manchester’s annual business start-up competition, *Entrepreneurship Education* (Springer), Published online: 23 August 2019
2. Prateek Kulkarni, 2016, ‘A wider analysis of bricolage, breakthrough and the related paper by Garud and Karnoe’, *Management, Knowledge and Learning, Joint International Conference, 2016, Technology, Innovation and Industrial Management,* 17-19 May 2016, Lublin, Poland, Pages 97-101.
3. Prateek Kulkarni, 2015, ‘A new method for finding similar patterns in moving bodies’, *Management, Knowledge and Learning, Joint International Conference, 2015, Technology, Innovation and Industrial Management,* 27-29 May 2015, Bari, Italy, Pages 1999-2005.
4. Prateek Kulkarni, A new series representation derived for periodic functions that can be represented by the Fourier series, *SeMA Journal*, (Springer), Published online: 12 December 2014.

* I have been invited to author a book by a German publishing company on the topic of Bricolage and Breakthrough, in relation to my published research paper (the first one above).
* My third research paper has gained popularity that if just the first four words of the title of my paper are searched for in the Google browser, the very first link, connects to my paper.

**VOLUNTEERING**

**2016: October – 2017: October, University of Manchester Students’ Union, UK**

* Volunteered as the secretary of halls for the Whitworth Park Halls of the University of Manchester.
* Successfully co-ordinated with members elected to represent the halls, for deciding on the various events to be organised, arranging and taking minutes of the meetings.
* Scheduled several meetings with teams, liaising and negotiating with professionals at different hierarchies at the Students’ Union, University of Manchester.
* Acquired the experience of operating in complex, international, fast paced environment, among various teams, and juggling demands against tight deadlines.
* On May 9th, 2017, my Halls committee team has been awarded by the Students’ Union of the University of Manchester, for our outstanding activities, and highest monetary contributions to charities.