



Harshit Sharma

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Objective

I am looking for a challenging job with a rapidly growing organization that can provide me with a range of goals and job objectives within a contemporary and economical business setting.

Experience

- **BYJU's - The Learning App (Think & Learn Private Limited), Noida** 08/07/2019 - 01/11/2019
Business Development Associate
- Generating Revenue For The Company By Converting And Convincing New Leads Via Different Sources From Company's End

- Maintaining Leadsquared (Marketing & Sales Management Software) With Every Progress And Reporting From Lead Contact To Final Settlement

- To Visit Probable Prospects On Appointment In City Or Outstation To Understand Or Create Need To Provide Optimum Solution To Their Child's Education
- **Teleperformance (CRM Services India Private Limited), Indore** 20/12/2018 - 30/06/2019
Technical Support Executive (TSE)
- Inbound Voice Process In A Business Process Outsourcing Subsystem

- Maintaining Of Salesforce And Parallel Softwares After Every call

- Achieving All KPI's As Was Required By An International Client.

- To Provide Solutions And On Call Sales To Client's Customer Based On The Call Subject Adhering To The Call Time Limitation
- **Techgin Systems Private Limited** 23/03/2017 - 30/11/2018
Technical Lead
- Leading A Team Of 42 Developers Reporting To Me For Developing Applications (Web & Mobile) On Various Development Technologies And Languages.

- Client Management From Deal-Lock To Delivery

- Team Building And Management

- Working B2B On Digital Marketing (SEO, Social Media Marketing And Online Media Marketing), Penetration Testing, Cyber Security Solutions And Development Solutions.
- **DAPT (Conedify Technologies Private Limited), Indore** 15/08/2015 - 23/03/2017
Software Engineer
- Web And Development Mainly On Java, Python, Php, And Also To Create And Manage Customer's Database

- Worked On Multiple Individual Projects And Also As A Team Player

Education

- **IPS College Of Technology And Management, Gwalior (Affiliated To Rajiv Gandhi Technical University, Bhopal)**
Bachelor In Engineering (B.E) 2015
68%
- **Kendriya Vidyalaya No. 2, Indore (National Institute of Open Schooling)**
Senior Secondary (12th) 2011
58%

- **Kendriya Vidyalaya, No. 1, Indore (Central Board Of Secondary Education)**
Higher Secondary (10th)
71.40% 2009
- **Indian Institute Of Technology, Kharagpur (Virscent Technologies Private Limited)**
Certified Cyber Security Expert - L1 2012
- **Indian Institute Of Technology, Bombay (Techdefence Private Limited)**
Certified Ethical Hacking Expert (Integrated Level 1 & Level 2) 2012
- **Universal Informatics**
PHP & Wordpress Training Course 2014
- **Ritusha Consultants Private Limited (RCPL)**
C++ Training Programme
Good (C) 2012
- **Ypsilon IT Solutions Private Limited**
PHP, Wordpress & Project Development Technologies 2014
- **Libea Softech Private Limited**
Training In Python Programming & Development Technologies (180 Days)
B+ (8/10) 2015

Skills

- Team Building And Management
- Sales And Marketing
- Programming And Logic Creation
- Soft Skills
- English
- On Call Troubleshooting And Sales

Projects

- **Workshop Co-Ordinator On Etincal Hacking And Cyber Security**
In Guidance Of Mr. Vidit Baxi (Curr. Director, Lucideus Tech) To Handle Marketing And Also Headed The Pre And Post Workshop Arrangements

Result : Participation Of 120 Students In The Workshop With Maximum Positive Feedbacks
- **Virus Detection & Removal System (Antivirus)**
I Developed This Project Which Aimed At Handling The Detected Virus And Malware Threats. This Project Was Made In Visual Basic (Programming Language) And Microsoft Access (As Back End)

Result : Antivirus Was Considered As My Project In Engineering
- **Placement Consultancy Assistant**
It Was A Web Based Application For One Of The Clients Of Yepsilon International Which Aimed At Managing Business Operations Of The Placement Consultancy Business

Result : Project Accepted By The Client On Second Editing Of 2.5 Lac Line Of Code.
- **A Code Generator And Convertor**
Under Professor Manvendra Gautam, Made A Software Post Training Which Basically Aimed At Generating A Code From The Given Algorithm And Also To Convert Code From One Programming Language To Other.
- **E-Commerce Application**
Under Head Of Computer Science Department In Engineering College, Developed A Web Based Application On PHP And MySQL With Validations Of Javascript, Designing In HTML5 And CSS3, With Animations In JQuery To Manage Customer Hit To Successful Sale And Order Tracking System.

Result : Was Accepted As A Major Project In Engineering

Language

- English & Hindi

Courses Undertaken

- - Data Structures
 - Operating Systems
 - Database Management Systems
 - Object Oriented Programming Paradigm
 - Algorithms
 - Software Engineering
 - Computer Networks
 - Design And Analysis Of Algorithms
 - Artificial Intelligence
 - Service Oriented Architecture
 - Distributed Computing
 - Object Oriented Software Engineering
 - Data Mining And Warehousing
 - Computer Graphics
 - Industrial Management
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