

# ARJUN.G

**Education :MCA In General | MBA In Marketing | BSc In Electronics**

HOME : SREENILAYAM, ELAVUMTHITTA P O, PATHANAMTHITTA, KERALA,INDIA PIN:689625

**Mobile :** +919847409882

**Email ID :** arjung82007@gmail.com

**LinkedIn:**<https://www.linkedin.com/in/arjung123/>

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## Education

### **Pursuing MCA In General**

Amrita University,Coimbatore.

Amrita Vishwa Vidyapeetham,Coimbatore,Tamilnadu, 2027

### **Pursuing MBA In Marketing**

Bharathidasan University (BDU), Tiruchirappalli.

St.Joseph College of Arts and Science,Tenkasi,Tamilnadu, 2025

### **BSc In Electronics**

Mahatma Gandhi University (MGU), Kottayam.

MMNSS College, Konni,Pathanamthitta 2019

### **Higher Secondary**

Kerala State Board Of Vocational Higher Secondary.

GV Higher Secondary School, Elanthoor,Pathanamthitta 2015

### **Secondary Education**

Kerala State Board Of Secondary Education

SVGV Higher Secondary School, Kidanganoor,Pathanamthitta 2013

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## Professional Summary

Versatile and results-driven professional with over 6 years of experience in different roles like Sales, ,Techno Commercial,Business Development and Python Fullstack Developer gain through an internship.

**Expertise in IoT home automation, building management systems, aquatic farming, banking, and IT infrastructure,Web Development.**

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## PROFESSIONAL EXPERIENCE

**2024-Present**

### **Kompetenzen Technologies,Trivandrum,Kerala,India**

#### **Python Full-Stack Developer Intern**

Accomplishments:

#### **Technical Skills:**

- Python,Django
- Frontend Development: Proficient in HTML, CSS and Bootstrap.
- SQL: Fundamental skills
- CSS: Skilled in designing and styling web pages, including layout, colors
- Bootstrap: Experience in using Bootstrap for responsive web design
- Business Analysis: Requirements gathering, process mapping, business case development
- Project Management: Agile methodologies, project planning, stakeholder management

#### **Projects and Experience:**

- Static Website Development: Developed and designed a static website using HTML, CSS, and Bootstrap, focusing on responsive design and user experience.

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**2023-Present**

### **eGlu Smart Home,Bangalore,Karnataka,India**

#### **Business Development Associate**

I oversee sales and marketing for the South Kerala region.As a Business Development Executive with a keen analytical mindset, I bridged the gap between business strategy and data-driven decision-making within our IoT company. My multifaceted role encompassed.

Accomplishments:

**Sales and Revenue Optimization:**

- Monitored key performance indicators (KPIs) and adjusted strategies based on real-time data.

**Client Relationship Management:**

- Cultivated and maintained strong relationships with existing clients.
- Collaborated with technical teams to understand client needs and propose tailored solutions.

**Lead Generation and Conversion:**

- Prospected new **B2C clients** through cold calls, emails, and networking events.

**Strategic Partnerships:**

- Collaborated with industry stakeholders, OEMs, and technology providers.

**Target Setting:**

- Develop sales targets.( Achieved **20 lakh Per Month**)

**Team Management:**

- Recruit, train, and manage the sales team, ensuring they are well-equipped to meet sales targets.

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**2022-2023**

**Intella Ecom IT Solutions Pvt Ltd,Technopark, Trivandrum,Kerala,India**

**Techno Commercial Executive**

Its an IT Solutions Company. Here, as a Sales Engineer in the field of Building Automation Systems (BAS) plays a crucial role in driving sales and supporting clients

Accomplishments:

- **Stay updated on the latest advancements in home automation, lighting control, and security technologies. Provide technical expertise to clients.**
- **B2B Business role Sales**, fostering profitable relationships and optimizing operations for B2C businesses, demonstrating strong business acumen
- **Achieving a sales target of 10 lakh per month**
- **After-Sales Support:** Ensure that customers receive excellent post-sale support, addressing any issues or concerns promptly.
- **Account Management:** Establishing long term business relationship with owners and various stakeholders/decision makers
- **Technical Expertise:** PLC,SCADA,Network Topologies,Zigbee,Z-Wave, LV Switchgear, LV Panels, Final Distribution products , Automation products eg, VFD's, PLC, Controllers, HMI Etc,Wiring Devices, RMU,BBT, UPS, Transformer, VCB ETC,KNX
- Developed custom voice commands and skills to enhance the user experience and expand the functionality of smart home systems.
- **Facilitate Strategic Proposals:** Manage orders to assigned customer expectations
- **Develop Sales:** Develop new sales opportunities and address the needs of larger accounts
- **Build Network:** Expand network with Architect ,Builders, Interiors, Electrical contractors,Dealers,Franchise

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**2021-2022**

**HDFC Bank Limited,Pathanamthitta,Kerala,India**

**Sales Executive**

In HDFC Bank's Sustainable Livelihood Initiative (SLI) department, a Women's Empowerment Officer typically has roles and responsibilities focused on empowering women at the bottom of the pyramid, especially in rural and under-banked areas. Here are some key points:

- Championed programs aimed at empowering women financially.
- **Build and maintain strong customer relationships.**
- **Achieving a sales target of 40 lakh per month**
- Advocacy and Awareness: Promoting gender equality and women's rights.
- Program Development: Designing and implementing programs to empower women.
- **Community Engagement:** Building relationships with community members and stakeholders.
- Training and Education: Providing vocational training, financial literacy, and credit counseling.
- Support Services: Offering resources and support to women to improve their livelihoods.
- Research and Analysis: Conducting research to identify needs and measure program impact.

PG Aquatics ,Pathanamthitta,Kerala,India

Founder and Manager

Accomplishments:

- Established and managed an ornamental fish farm specializing in exotic freshwater species.
- Oversaw breeding, feeding, and health maintenance of fish populations.
- Developed marketing strategies to attract customers and increase sales.
- Collaborated with suppliers, distributors, and local pet stores.
- Conducted market research to identify trends and customer preferences.
- Successfully scaled the business, achieving **3lakh/yr**

HARD SKILLS

- Excel,SQL, Power BI,Python, MS Office
- Presentation Skill
- Documentation Skill
- Strong data analysis capabilities
- Requirements Gathering
- Understanding of SDLC
- Customer Service
- Sales Techniques and Pipeline Management
- Research Skills
- Networking Skills
- Critical Thinking and Problem-Solving

SOFT SKILLS

- Communication Skills
- Adaptability
- Interpersonal Skills
- Time Management
- Negotiation
- Teamwork
- CRM Tools
- Project Management

Technical Skills

- Programming Languages: Python
- Django
- MySQL
- IoT and Automation: Arduino, Raspberry Pi, Zigbee, Z-Wave

CERTIFICATIONS

- **Generative AI** (Feb 2025) Certification From **Microsoft**
- **SQL** (Feb 2025) Certification From **IBM**
- **Data Analysis** (Aug 2024) Certification From **Microsoft**
- **Business Analysis** (Jul 2024) Certification From **Microsoft**
- **Project Management** (Jul 2024)Certification From **PMI**
- **Business Analysis Foundations** (Jul 2024)Certification From **IIBA**
- **Data Analytics** (Jul 2024) Certification From **NASBA**
- **Microsoft Excel** (Nov 2024) Certification From **Advanced Udemy**
- **BMS Engineer** (Feb 2022) Certification From **IPCS Global**

ACHIEVEMENTS

- Games
- Sports and Athletics
- School Science Fair and Expo