

# Harshagandha Patki

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## **OBJECTIVE**

To seek a challenging position and strive for excellence with dedication, a positive attitude, and passion for the work that will fully utilize my logical and reasoning abilities in the best possible way for the fulfillment of organizational goals.

## **EDUCATION**

**University of Bridgeport, Connecticut**

Master of Science in **Computer Science**

**University of Pune, India**

Bachelor of Engineering in **Computer Engineering**

## **BUSINESS SKILLS**

Verbal communication

International Business

Lead Generation

Inside Sales

B2C and B2B

Cold Calling

Database Building

## **EXPERIENCE**

**Zealwise Technologies - Pune, India**

*Jan 2023- Present*

**International Business Development Executive**

- Identified business opportunities through prospecting and evaluating companies across industry verticals.
- Sold graphic design services by establishing contacts and developing relationships with the prospects. Made cold calls to explore new business opportunities and Interacted with clients.
- Built database for lead generation. Built contacts with potential clients via LinkedIn to create new business opportunities.
- Answered potential clients' questions and sent additional information via email generation.
- Updated Hubspot CRM system with all customer communications.

**WAI Technologies - Pune, India**

*Dec 2021- Aug 2022*

**Business Development Executive**

- Performed end-to-end testing for our Product Hire Tech Team (HTT) and provided all the user enhancements for the website as well as did the entire proof checking for the website for HTT.
- Collaborated with designers and developers to provide a good user experience for HTT. Provided creative ideas for content marketing and updating the website.
- Be actively involved in SEO efforts (keyword, image optimization, etc.). Plan and monitor the ongoing company presence on social media (Twitter, Facebook, etc.).
- Familiarizing with all products and services offered by our company. Attending networking activities to research and connect with prospective clients.

**DSIJ Private Limited - Pune, India**

*Jan 2020 – July 2020*

**Business Development Executive (Academic/Education Counsellor)**

- Advised students on degree-specific programs and procedures. Provided registration instructions to students for online courses.
- Responded to student inquiries regarding academic appeals student orientations probation and various curriculum issues and concerns. Addressed students' questions and issues regarding online

courses within a specified timeframe.

- Liaison between students and the University about University policies and procedures. Identified potential barriers within the student academic process and initiated steps resulting in resolution.
- Effectively communicated, motivated, and inspired students through critical thinking, creativity, and problem-solving. Completed daily educational tasks associated with these students.

#### **Network Components Private Limited - Pune, India**

*Jan 2019 – Dec 2019*

##### **Junior QA Engineer**

- Wrote and implemented Test scenarios, Test cases, Performed System testing, Regression testing, and bug reporting using Mantis. Performed User acceptance testing immediately after every build of the Clouzer Web Application.
- Responsible for gathering business requirements and preparing FSDs, communicating with the development team and QA team. Created application Prototypes and screen mock-ups. Prepared Process Flow Diagram using draw.io.
- Collaborated in planning new product decisions and **enhancements to the Clouzer Web** application. Served as a liaison between the programmers and internal business entities in designing and implementing functionalities.
- Performed business and system analysis; provided recommendations for process improvement. Worked together with software and network engineers to improve system performance.

#### **Exltech Solutions India - Pune, India**

*June 2018 – Jan 2019*

##### **Business Development Executive (Corporate Relations)**

- Generated revenues & achieved sales target through new strategy and innovative ideas.
- Making multiple outbound calls to potential clients. Closing sales and **working with client** through the closing process. Handling Client process for their recruitment services.
- Understanding client needs and offering solutions and support, Answering potential client questions and follow-up call questions.
- Reaching out to HR Department of Companies to understand vacancies for College Graduates. Shortlisting the students based on eligibility requirements of the Corporates Coordinating with the Corporates and scheduling the Drives, industrial visits.

#### **Infostretch Corporation- Santa Clara, California**

*July 2016 – Sept 2016*

##### **Mobile Application Development Intern**

- Developed and tested **Android Applications** with external Bluetooth GPS Receivers on the latest Android phones.
- Used SiRF star III protocol to convert NMEA data to SiRF Format and process of data in NMEA Format

### **PROJECTS**

#### **An effective way to protect Networks using Network Intrusion Detection Systems (Masters' Project)**

- Used snort Intrusion Detection System (IDS). Coding was done in **Linux** Environment.
- Compared and tested the results of various IDS Systems used and found out which is the more efficient one.

#### **Network Traffic Measurement and Analysis**

*September 2015*

- Used effective Network Monitoring tools to analyze network traffic based on organization requirements. Compared the results of four network monitoring tools and determined which the best is.

#### **Roadside quality and Ghats Complexity Analysis (Senior Year Project)**

*May 2015*

- Developed an **Android App** for navigation that alerts the user for approaching potholes by entering the source destination. Incorporated accelerometer and magnetometer sensors and coding were done using Eclipse IDE.

### **HONOURS & AWARDS**

- Received "Cisco Certification" in Computer Communications and Networks (**CCNA**).
- Published Paper, "Network Traffic Measurement and Analysis" in Long Island Systems, Applications, and Technology Conference (LISAT), IEEE.
- Received "Best Paper Award-Student Track" in LISAT Conference, New York, USA for the paper, "Network Traffic Measurement and Analysis".
- Recognized in the "2016 Annual Engineering Achievement Ceremony" at the University of

Bridgeport, CT.