

Seeking a dynamic opportunity as a Business Development Executive within a renowned organization, where I can leverage my strategic acumen and interpersonal skills to drive revenue growth and foster valuable partnerships. Adept at identifying market opportunities, cultivating relationships, and negotiating deals to expand the company's market presence. Proven track record of achieving and exceeding sales targets through innovative strategies and effective communication. Committed to continuous professional development and thrive in both collaborative team settings and independent initiatives.

## Education

Course	Stream	Institute	Board / University	Date of Passing	Percentage/ CGPA
B.E.	Electronics and Telecommunications	Don Bosco Institute of Technology, Mumbai	Mumbai University	2024	7.57
H.S.C	Science	SIES College of Arts, Science & Commerce, Sion, Mumbai	The Maharashtra State Board of Secondary & Higher Secondary Education	2020	58.77%
S.S.C.	-	Fatima High School, Vidyavihar, Mumbai-400086	The Maharashtra State Board of Secondary & Higher Secondary Education	2018	78.80 %

## Experience

**Skillset:** Python, Basic C, HTML, CSS, JavaScript, ReactJS, Basic My SQL, Digital Marketing, Data Structures, Adobe Photoshop, Artificial Intelligence and Machine Learning, Deep Learning.

## Internships

### Accenture Discovery Program (Virtual Internship)

March 2024

A virtual internship Program where in problem solving was the main key to work on, how well and in short time of span error are solved in real life industry problems.

### JP Morgan Software Engineering (Virtual Internship)

March 2024

By using company's frameworks and tools build display data for stock traders.

## Soft Skills

Leadership, People Management, Analytical Mindset, Strategic Thinking, Effective Communication, Problem Solving, Adaptive Learner, Public Speaking.

## Certifications

**The Complete Python Bootcamp From Zero to Hero in Python**

Udemy, March 2023

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## Project

- **Face Recognition for Class Attendance System**

Key Skills: Image Processing Python Deep Learning CNN Computer Vision YOLO VGG16

01 Sep, 2023 - 12 Apr, 2024

I orchestrated the development of an advanced Face Recognition solution customized for a Class Attendance System. Utilizing sophisticated algorithms such as Haar Cascade and YOLO for facial detection, coupled with CNN and VGG for facial recognition, our system facilitated precise identification of students in real-time. Through strategic algorithmic refinement and optimization, we achieved exceptional accuracy under diverse lighting conditions and facial angles. This initiative showcased my expertise in computer vision techniques and deep learning architectures, driving the innovation of reliable attendance management systems within educational frameworks.

- **Cordic Algorithm to Generate Sine and Cosine Functions**

12 Sep, 2022 - 22 Nov, 2022

I led a project focused on implementing the Coordinate Rotation Digital Computer (CORDIC) algorithm to efficiently generate sine and cosine functions. By leveraging this algorithm's iterative nature and hardware-friendly properties, we achieved high-precision calculations with reduced computational complexity. This project demonstrated my proficiency in algorithm optimization and embedded systems development, contributing to enhanced signal processing capabilities in real-time applications.

- **Netflix Clone**

Key Skills: Front-End Web Development .

I designed and implemented the user interface for the Netflix clone project using React components, HTML, CSS, and JavaScript. I also integrated third-party APIs for video playback and created user authentication functionality.

- **YouTube Clone**

Key Skills: HTML, CSS, Javascript, Frontend frameworks/libraries.

1. Designed and developed a responsive frontend interface for a YouTube clone, prioritizing user-friendliness and seamless navigation.
2. Ensured optimal performance across devices by implementing responsive design principles.
3. Utilized HTML, CSS, and JavaScript to create dynamic and interactive features, enhancing functionality and visual appeal.

- **Weather Application**

Key Skills: Front-End Web Development.

1. Developed a weather application using JavaScript, HTML, and CSS.
2. Utilized an API to fetch real-time weather data based on user input.
3. Displayed current weather conditions, including temperature, humidity, and wind speed.
4. Implemented dynamic backgrounds that change based on weather conditions.
5. Created a responsive design for optimal user experience on different devices.

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## Leadership Experiences

### **SIES college of arts science & commerce– College Co-ordinator for cultural fests**

As a Co-Ordinator main responsibility was to keep contacts with other colleges head and take permission from the dean and principal of the college, choose the volunteers required for the specific activity and maintaining relations with other colleges Heads in order to keep this fest going on.

### **Sports Head of Hysteria**

As the head of sports my main duty was to make sure every volunteer is there on time before the events starts, look into it that all the necessary things like javelin, hurdle, baton, flags etc are there before it starts. Drafting letter so that the volunteers get their attendance and does not face issue later.

## Volunteer Experience

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- **Support and Care Foundation**  
Spreading awareness about the importance of volunteering for uneducated and malnourished children. Motivating more people to join in thus hoping to achieve development goals.
- **STEM Workshop at Don Bosco Institute of Technology Mumbai**  
The STEM workshop for school students offers an engaging and interactive learning experience, focusing on Science, Technology, Engineering, and Mathematics (STEM) concepts. Through hands-on activities, experiments, and projects, students explore real-world applications of STEM principles, fostering curiosity, critical thinking, and problem-solving skills. Led by experienced instructors, the workshop encourages collaboration and creativity, empowering students to develop a deeper understanding of STEM disciplines while having fun. Whether building robots, conducting experiments, or coding programs, participants gain valuable insights and inspiration for future educational and career pursuits in STEM fields.
- **Colosseum Fest at Don Bosco Institute Of Technology, Mumbai**  
Volunteered for Colosseum Fest at Don Bosco Institute of Technology, coordinating activities within the Security and Logistics Department, ensuring smooth execution of the event.
- **NSS**  
The National Service Scheme (NSS) is a government-sponsored social service program in India aimed at engaging students in various community development activities. Established in 1969, NSS encourages young volunteers to actively participate in nation-building by addressing societal issues such as literacy, health, environment, and rural development. NSS activities are voluntary and non-political, fostering a sense of social responsibility and leadership among the youth. Camping in Walwanda and being the scout head.

## Personal Interests / Hobbies

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- Football
- Geopolitics
- Travel
- Cycling
- Chess.

## Personal Details

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- Date of Birth : 07-05-2002
- Languages Known : English, Kannada, Hindi, Marathi.

Mumbai

Prajeet Rao