


# Vishal Jha

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## Summary

Final year student looking for a challenging role to chase a big dream in the IT industry.

An ideator at heart who loves working on innovative ideas. I believe crafting and executing path-breaking ideas is the only way to invent the future.

Open to work as a Python Developer or ML/Data Science Research Associate

Where I can use my passion and hunger for visionary ideas.

| My Professional Experience as in Summary |

Every brand has stories to tell — stories that will not only engage, inform, surprise, delight, and impact their audience, but that will also deliver on measurable business goals. And I was the conduit between brand and consumer. Working as in AIDC field from two years learned a various thing from technologies to tech sales. In all that aspect it was a quite good beautiful journey.

## Experience



### Overseas Sales Executive

Guangzhou Shangchen Electronics Co, Ltd.

Nov 2017 - Aug 2018 (10 months)

Work Area:

Negotiations, planning and development, relationship management, operations, and logistics coordination and scheduling.  
Preparing sales records and getting the deal done with the proper sales contract, updating superior staff and management.

Responsibilities :

1. Resolved conflicts and negotiated agreements between parties in order to reach win-win solutions to disagreements and clarify misunderstandings.
2. Done various B2B meetings and decide operational improvements that resulted in significant savings and improved profit margins.
3. Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.
4. Maintained records related to sales, returns and inventory availability, sales contract etc.
5. Worked alongside retail representatives to boost sales, Conducted on-site product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects.
6. Devised, deployed and monitored processes to boost long-term business success and increase profit levels in percentiles.



### Technical Engineer

Basawa Technologies Ltd. - India

Jul 2016 - Jul 2017 (1 year 1 month)

Responsibilities :

1. Installation, Servicing, Repairing of AIDC Products, Tech Support on-site as well as off-site.
2. Maintaining inventory and keep track of technical parts and products.
3. Prepare data and information for making regular service report and shipments.
4. Conducted on-site product demonstrations to highlight features, answer customer queries and redirect concerns toward positive aspects.

## Education



**Dr Akhilesh Das Gupta Institute of Technology & Management**

BTech - Bachelor of Technology, Information Technology

2018 - 2021



**Ambedkar Institute Of Technology**

Polytechnic Dip, Electrical, Electronics and Communications Engineering

2013 - 2016



**ICT ITI**

Sectorial, Administrative Assistant and Secretarial Science, General

2013 - 2015

## Licenses & Certifications



**Goderj RETAIL SALES** - LabourNet Services India Pvt. Ltd.



**Technical Engineer** - RT VISION TECHNOLOGIES PRIVATE LIMITED



**Machine Learning** - DreamUny Education Private Limited



**Python Game Development** - GUVI Geek Networks, IITM Research Park

2K89wiaCR812503938



**Microsoft Engineering : Asia Virtual Experience Program** - Microsoft

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**Software Engineering Virtual Experience** - JPMorgan Chase & Co.

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## Skills

Python (Programming Language) • Data Science • Machine Learning • Strategic Planning • Data Structures • HTML • Cascading Style Sheets (CSS) • Leadership • Negotiation • Django