

Vishal Jha

New Delhi, Delhi, India



jha_vishal11@yahoo.com



+91 9717736585



[linkedin.com/in/vishal-jha-339ab9118](https://www.linkedin.com/in/vishal-jha-339ab9118)



<https://jha-vishal.github.io/>

Summary

Skilled in Python and Web framework (Django/Flask), Machine Learning, Open CV, pandas, NumPy Data Science, Big Data along with Microsoft Azure, Marketing Strategies, Corporates Sales.

and also HTML, CSS, JS, MySQL, MongoDB

Open to work as a Program Manager/Executives, Researcher, 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 2016-2018 I learned various thing from technologies to tech sales. In all that aspect it was a quite good beautiful journey. After that, I joined college for further studies.

Experience



Overseas Sales Executive

Guangzhou Shangchen Electronics Co, Ltd.

Nov 2017 - Aug 2018 (10 months)

Responsibilities :

1. Done various B2B meetings and decide operational improvements that resulted in significant savings and improved profit margins.
2. Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.
3. Maintained records related to sales, returns and inventory availability, sales contract etc.
4. Worked alongside retail representatives to boost sales, Conducted on-site product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects.
5. Devised, deployed and monitored processes to boost long-term business success and increase profit levels by 10%.



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.



Machine Learning - DreamUny Education Private Limited



Python Game Development - GUVI Geek Networks, IITM Research Park

2K89wiaCR812503938



Software Engineering Virtual Experience - JPMorgan Chase & Co.

83cRsXr7qka4gTr9z



AI Foundations: Imagine Cup Junior - Microsoft



Cisco thingQbator : Machine Learning and Image Processing - Cisco



AI Classroom Series - Microsoft

Skills

Python (Programming Language) • Data Science • Machine Learning • Strategic Planning • Data Structures • Teamwork • Leadership • Creative Problem Solving • Corporate Sales • Object-Oriented Programming (OOP)