

# KAKARLA SAI BALAJI

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## Objective

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

## Experience

- Crowdnetic Technologies Private Limited** 03/2024 - Ongoing  
Client Relationship Associate
  - Generated brand awareness and positive product impressions to increase sales.
  - Used consultative sales approach to understand customer needs and recommend relevant offerings.
  - Collaborate with internal teams to streamline processes and resolve client issues efficiently.
  - Handled inbound and outbound customer inquiries, addressing concerns and providing product information.
  - Assisted in the onboarding process for new clients, ensuring a smooth transition and understanding of services.
  - Maintained accurate records of client interactions and transactions in the CRM system.
  - Conducted follow-ups with clients to gauge satisfaction and identify opportunities for upselling services.

## Education

Course / Degree	School / University	Grade / Score	Year
Bachelor of Technology	Anil Neerukonda Institute of Technology & Sciences(AU)	7.92 CGPA	2023
Diploma	Sri Krishnadevaraya Engineering College(APSBTET)	69.17%	2020
SSLC	DR. Sarvepalli Radhakrishna Eng Med High School	55.52%	2016

## Skills

- Languages: Java
- Web Technologies: HTML, CSS, Javascript
- Database: MySQL

## Projects

- EXPERIMENTAL INVESTIGATION OF SOLAR AIR HEATER WITH ENERGY STORAGE MATERIAL**  
The Flat plate solar air heater are useful for producing hot air which can be used for various purposes such as in process of removal of moisture, energy production, drying etc.,
- E-commerce Product Page**  
Developed a responsive e-commerce product page to showcase a fictional product, incorporating user-friendly features and modern design principles.  
**Technologies Used:** HTML, CSS, JavaScript
  - Implemented a mobile-friendly layout that adjusts seamlessly across devices, enhancing user experience.
  - Created an "Add to Cart" button that provides immediate feedback to users with a dynamic alert displaying the selected quantity.
  - Designed a clean and intuitive interface using CSS for styling, including hover effects and a structured layout.
  - Utilized placeholder images to represent product visuals, emphasizing the importance of visual appeal in e-commerce.

## Interests

- Painting
- Getting Knowledge Of New Things
- Learning New Skills

## Languages

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- English
- Hindi
- Telugu
- Kannada

## CERTIFICATIONS

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- Core Java, Oracle, Nareshlt, 2023-04-01

## DECLARATION

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- I hereby declare that all the information given above is true and correct to the best of my knowledge.