Krunal Tote

Aspiring Web developer with two plus years of expertise in Indian Stock Market analytics as a Business Analyst. Strong understanding Object Oriented Programming with Java and Front End technology occupied with Electrical background.

PROFESSIONAL EXPERIENCE

Think & Learn pvt. ltd., Nagpur, MH

Business Development Associate (10/2020 – 12/2020)

• Contributed Contacting potential customers (parents and students) to set up meetings counsel the students on the BYJU's unique way of learning and convert them into premium subscribers in my designated zones.

Capital via Global Research Limited, Indore, MP

Client Acquisition Manager (2/2020 – 8/2020)

- Performed market research, cost-benefit and needs analysis of existing/potential customers to meet their needs
- Established, developed and maintained positive business and customer relationships.

ResearchInn Investment Advisor, Indore, MP

Senior Business Analyst (6/2018 – 2/2020)

- Performed market research, cost-benefit and needs analysis of existing customers to meet their needs.
- Overall revenue generated 75lac+ by managing 120+ client base.
- Overall conversion rate 40%.
- Established developed and maintained positive business and customer relationships. Update customers with daily market updates and Managing database on CRM.

PROJECTS

HOTEL BOOKING WEBSITE

Description: A hotel booking solution website that compares the best hotel prices in a geographical area. Technology Used: HTML, CSS, Bootstrap, JavaScript

SureHelp: https://krunal123456.github.io/surehelp.github.io/

Description: SureHelp is a platform that allows skilled and experienced professionals to connect with the users looking for a specific service in Nagpur and Wardha region.

Technology Used: HTML, CSS, Bootstrap, JavaScript

POLLUTION CONTROL USING EMBEDDED SYSTEM FOR VEHICLES

Description: The objective of the project is to build automated system for air pollution detection in all types of vehicles. As the usage of vehicles is more in these days, pollution is increasing rapidly .As a solution of problem we aimed to build a system for controlling the pollution for vehicles by using arduino.

Technology Used: C language

EDUCATION

UpGrad Education

Post-Graduation Certification in Full Stack Development (Pursuing)

St. Vincent Pallotti College of Engg. & Tech. Nagpur

Bachelor of Engineering in Electrical Engineering (B.E.) May 2018

Field of Interest

Front End Development | Full Stack Development | Business Analytics |

SKILLS

- Microsoft Office, Visual Studio and Eclipse
- Java, Version Control System, OOPS, HTML5, CSS, Bootstrap, JavaScript, React Js
- Business Analytics, Team management, Sales & Marketing, Business Development

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