

Chirantan Lonkar

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Personal statement

A conscientious and responsible professional seeking an opportunity to excel in the organisation. A highly organised and efficient individual, whose thorough and precise approach to projects has yielded excellent results. Looking for an opportunity that will transform my technical and managerial skills into a profitable venture.

Key Skills

- Efficient with languages like Base-SAS,Python,HTML,CSS.
- Proficiency in all areas of Microsoft Office, including Access, Excel, Word and PowerPoint
- A1 level certification in German language from Max-Mueller, Mumbai.
- Excellent Communication skills, both verbal and written.
- Strong Analytical skills and Business Acumen.
- Ability to excel under pressure and lead the team.

Employment History

Advertising Sales Executive, The Times of India, Mumbai *(October 2016-January 2017)*

Responsibilities:

- Calling and setting up meetings with new and pre-defined set of prospective clients on daily basis for space-selling.
- Work on new client acquisitions by identifying opportunity , prospecting and building business relationships to generate revenue.
- Focus on growing revenues by building relationships with key decision makers within the assigned client accounts, understanding customer needs in depth and making sales presentations with Consultative Sales Approach.
- Study and understand the market to find out the potential areas for generating revenues.
- Daily, Weekly and Monthly Sales report generation.
- Achieve the sales targets on weekly, monthly and yearly basis.

Business Development Executive, Redcherry Analytics Pvt Ltd, Mumbai *(January 2017-Present)*

Redcherry.io is an IOT platform consisting of integrated Hardware, Software

and Scientific analysis to provide data visibility asset optimisation across enterprise. It provides energy management efficiency solutions to clients which include Commercial Real Estate, Factories and Data Centres. Redcherry.io has recently been incorporated with Intel and IIT-B.

Responsibilities:

- Setting up and managing the meetings with potential clients from different sectors like Commercial Real Estate, Manufacturing Industries, etc.
- Consulting the client and provide them with efficient solutions that will help them monitor and control energy consumption/wastage and environmental auditing in the organisation.
- Presenting them what solutions we offer and even customise the solutions as per client's needs.
- Closing the deal and responsible for the revenue generation and scaling the business in all the directions.

Education

K.C. College of Engineering, University of Mumbai (2011-2016)

- Completed my Bachelors in Engineering in the field of Electronics and Telecommunication scoring First Class (7.46 P) in my final year.

Final Year project

The topic for our final year project was 'Driverless Car'. Though Driverless car is an infinite area of research, our project was a baby step in achieving the mission of smart transportation and without human interference. Having learnt the subject of Image and Video Processing in 7th semester, we decided to implement the idea in the same domain. It involved a wireless camera that serves the input to the micro-controller, and the vehicle maneuvers as per the colour of the track which has to match with the centroid of the image.

Achievements

- Presented Technical paper on 'Digital Thermometer using 8051 microcontroller and were 1st runner up.
- Won an award for 'Best Actor' in college cultural event 'Reflexionz'.
- Won online photography contest in the college and it was displayed in annual cultural magazine.
- Won various awards in inter-college cultural events for our comic sketch 'The Clinical Interview'.
- Attended Electrobotics Workshop organised by Cocretec Systems.
- Participated in Mock Stock Exchange Programme organised by BSE.
- Have completed 2 levels of Aloha vedic mathematics.
- Passed Homi Bhabha Junior Science Talent Examination.

Sou. L.E.M.S and Jr. college, Mumbai

(2009-2011)

- Completed my Higher Secondary Certification in the stream of Science and scored First class (66%).

Sou. Laxmibai English Medium School, Mumbai

(Passed out in 2009)

- Completed my Secondary School Certification from the above educational institution and scored 87.69% that year.

Hobbies & Interests

- An avid reader of books and magazines in the domain of Business, Drama, Politics, etc.
- A fitness enthusiast, swimming and Badminton rejuvenates me.
- Was actively involved in Amateur theatre in engineering college and wrote various comic sketches for Youtube videos, short films, etc.
- Have passed 2 examinations in Tabla and certified from Akhil Bhartiya Sangeet Vidyalaya.
- Was actively involved in Debate competition organised in college.
- Working on an idea that will help millions of people make their life simpler is what interests me the most.

Languages

Professional Proficiency: English, Hindi, Marathi.

Elementary Proficiency: German (Deutsch)

I hereby declare that the above stated information is true to the best of my knowledge and belief.

Date:

Signature: