

Sunny Raj

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Profile

I've always been someone who tries to do things differently to stand out and rise to the top. To work in a highly competitive environment with a perfect challenge by contributing the best for the growth of the organization.

SKILLS

.Operation management ,Strategic planning, Business planning ,Staff

Management Technologies: Bootstrap4, HTML5, CSS3, java, MS Office,

Teamwork and LeadershipSkills.Tools: MS visual studio, GitHub.

Achievements

- National Cadet Corps (NCC)
- State-level throwball player
- Achieved monthly ,quarterly and yearly sales margins and goals Average sales 125% for 2020-2022
- Top Performer in Byjus
- Team leader in Byjus
- Influenced product direction competitive analysis

EXPERIENCE

Byju's, Bangalore - *Senior Business Developer*, (<https://byjus.com/> [HYPERLINK](#) "<https://byjus.com/>") 11/2020 - 08/2022

- To engage in all stages of the Pre-sales lifecycle for discovery calls, and pre-bid demos.
- Briefing them about the program they have selected or shown interest in.
- Setting up scheduled Demos or Online meetings of prospects with our Academic Counsellors.

Technologies: Ameyo, lead squared.

Workshop & Internship

- 3 Months internship in Shoppeal Tech as Frontend developer(jan-mar 2023).
- 1 Months internship in Oasis Infobyte as Web Development and Designing.
- 1 Day internship in Shoppeal Tech on the topic "HOW to build a Resume"(feb-08-2023).
- 3 days Entrepreneurship Awareness camp Organized By UIIC(2019).
- internship in Thermal Power plant.

PROJECTS

1. Project Title: Workshop Landing Page of Shoppeal Tech

SystemTechnology Used: HTML,CSS,BOOTSTRAP,JS.

Description:

1. First we have the Navigation bar and header
2. Second we have the upcoming workshop and Registration page
- 3.Third we have a Explore more workshop and College and institute learning with us.
4. Fourth we have Course Review done
5. Fifth will have footer in which we are putting Contact Us and Social media links
6. Sixth we have payment

2.Project Title: Landing Page of 9to9 supermart

SystemTechnology Used: HTML,CSS,BOOTSTRAP,JS.

3.Project Title: Myportfolio

SystemTechnology Used: HTML,CSS,BOOTSTRAP,JS.

Description: In portfolio we have the Home,About,Skills,Project,Services.
where i have described all related details about my education marks skill and projects.

4.Project Title: Temperture Conversion Calculator

SystemTechnology Used: HTML,CSS,BOOTSTRAP,JS.

5.Project Title: IoT Based 3 in 1 Solar Street Lightning System

Technology Used: IoT, PWM Technique, Arduino nano

Description: To develop an energy-efficient and advanced Stand-alone solar street lighting system consisting of a pole, battery bank, PV module, and LED luminaries usingthe PWM technique and Implementation of an IoT-based 3 in1 solar street lighting system.

EDUCATION

Reva University, Bangalore - BTech (EEE)

- 07/2016 - 07 / 2020
- 7 CGPA

L.P Shahi College, Patna, Bihar - Class 12th

- 06/2016
- 62%

Scholars Abode School, Patna, Bihar- *Class 10th*

- 06/2014
- 9.8 CGPA

INTEREST

- Volunteering at a charity center
- Public speaking
- Exploring other cultures
- Yoga

LANGUAGES

- English
- Hindi

SOFT SKILLS

- Problem-solving, Research, Consistency, Self-motivated person
- Teamwork, Work-ethic, Learning from others, Punctual

DECLARATION

I hereby declare that the information given by me is true to the best of my knowledge.

SUNNY RAJ