CURRICULUM VITAE

ASHWINI G. BHANGALE

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Professional Summary:

An Information Technology Engineer seeking a start of challenging career in a professionally managed organization with learning and growth opportunities and having adequate responsibilities to implement the knowledge and ultimately growing with the growth of the company.

Skills:

- Communication & Interpersonal Skills
- Full lifecycle development
- Team player
- Managing multiple projects simultaneously
- Documentation
- Computer Skills
- Project Management Skill

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- Decision Making
- Delivering Sales Pitches
- Manage Leads
- Time Management
- Providing Input to Product Developers
- Identifying Benefits of Products and Services from the Customer Perspective.

Work History:

Business Development Executive   **Jan 2018 to Current**

WebsiteTOON (TOON Group of International) - Nasik

A business development professional responsibilities:

1. Identifying new sales leads using freelancer website like Freelancer, WorknHire, Truelancer, Upwork and also cold calling.
2. Clint is domestic as well as International.
3. Maintaining fruitful relationships with existing customers.
4. Contacting potential client via email, Skype and phone for setup meeting.
5. Preparing proposal and Quotes regards project.
6. Negotiating and renegotiating by phone, email.
7. Managing project until deliver to client.
8. Developing sales goal for the team and ensuring they are met .

Business Development Executive   **Nov 2016 to 20 Dec 2017**

Wave Techline India Pvt Ltd - Nasik

A business development professional has three primary responsibilities:

1. Identifying new sales leads.
2. Pitching products and/or services.
3. Maintaining fruitful relationships with existing customers.
- Researched clients' business issues and goals to offer appropriate solutions.

PHP Developer

Shree Web Design & IT Services – Nasik   **Dec 2015 to Oct. 2016**

- Designed and developed computer software web applications.
- Built databases and table structures following n-tier architecture methodology for web applications.
- Developed front-end and back-end of web applications.
- Implemented pixel-perfect designs that exceeded user expectations.
- Oversaw implementation of application developments.
- Designed, developed and maintained web-based applications written in PHP , HTML , XML , Javascript , CSS.

Academic Profile:

Year	Education Qualification &University	School /Institute
2011-2015	BE (Pune university)	Pune University
2009-2011	12th(HSC)	Nasik Board
2008-2009	10th(SSC)	Nasik Board

Extra-Curricular Activities :

• Participated in Code print competition in NDMVP collage of engineering during engineering in 2012-13.
• Participated in Code print competition in NDMVP collage of engineering during engineering in 2013-14.
• Participated in Android workshop at Sandip foundation, Sandip Institute of Technology and Research Center, Mahiravani, Nasik in 2014-15.

Paper Presentation:

• YuxinMeng: IEEE Organized paper on "Designing Click-Draw Based Graphical Password Scheme for Better Authentication" in academic year 2013-14.

Paper Publication:

• IEEE review paper "Geographic Routing of Packet Using Void Handling Technique in MANET" Published in Elixir in 2014.

Project Work:

Project name :	Language:	Year
Geographic Routing Of Packet Using Void Handling Technique in MANET	Java	BE(2014-2015)
Online Building constructions	Java	TE (2013-2014)
Shop Management System	Visual Basic	TE(2013-2014)

Personal Profile:

Father's name   : Gopal Bhangale.
Date of Birth   : 21/01/1994
Nationality   : Indian
Marital status   : Single
Hobbies   : Reading, Painting, Travelling, Singing
Language known   : English, Hindi & Marathi
Permanent address   : Plot no.02, Raguvir Bhuvan, Kasturi Nagar, Bhusawal (Maharashtra).

Declaration:

I do hereby declare that the above mentioned particulars are true to the best of my knowledge and belief.

Date:
Place: (ASHWINI BHANGALE)