

Harsh Vyas

Sales and Service Engineer

Ahmedabad, Gujarat

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To work in a Competitive and Challenging Environment and Hone my skills while being productive to the Organization and the Industry as a whole.

Work Experience

Business Development Associate

Byju's - Think and Learn Pvt Ltd - Ahmedabad, Gujarat

May 2020 to Present

Currently working as a Business Development Associate at India's leading and first Ed-tech unicorn BYJU'S with a specialization in B2C sales for the K12 segment especially for JEE/NEET Students.

- Self Motivated with a constant drive to achieve more and better through experience.
- Ability to maintain optimism amongst peers and having flexibility and the right analytical approach to motivate and help peers and Co-workers to achieve the desired goals.

Sales Executive

Silicon India - Bengaluru, Karnataka

July 2019 to May 2020

I joined Silicon India in July 2019 as a Sales Executive. So far I've learned that "One should not celebrate closing a sale, rather celebrate opening a relationship".

Sales and Service Engineer

Scorpio Techburst - Ahmedabad, Gujarat

July 2018 to May 2019

Scorpio Techburst is a DIGITAL Inkjet Printing Equipments and Service Provider. I joined here in July 2018 immediately after my graduation. I was appointed as a Service Engineer. Our company used to do many International Exhibitions across India where we used to showcase our product and that's where I discovered my interest in Sales.

Education

BE in Electrical Engineering

Parul Institute of Technology - Vadodara, Gujarat

2018

Diploma in Electrical Engineering

Balaji Institute of Engineering & Technology - Junagadh, Gujarat

2015

Secondary(10th Pass)

Birla Sagar Higher Secondary School - Porbandar, Gujarat
2012

Skills / IT Skills

- ELECTRICAL WIRING
- FAULT DETECTION
- MICROSOFT OFFICE
- Sales (1 year)
- Communication skills
- Marketing
- Microsoft Excel
- English
- Customer service
- Business development

Additional Information

TECHNICAL SKILLS

Sales
Project Management
Electrical Wiring
Microsoft Office

PROJECTS

"Automatic Fault Detection of Railway Track using Mobile Phone operated Robot"

In my final year project, I have created a mobile operated robot which is used for the cracks detection on the railway track by which the locomotive gets automatically stopped and fewer accidents occur. I have used an Ultrasonic sensor for detection of faults, DTMF demodulation for frequency sending and receiving and Audrino Controller for controlling the motor driver circuits working on the robot.

INDUSTRIAL EXPOSURE

Sardar Sarovar Hydro Power Plant
Panandhro Thermal Power Station
Vanakbori Thermal Power Plant
Internship in "66kv Substation Agatray - Keshod"

PERSONAL STRENGTHS

Honest
Positive Attitude

Willpower
Creativeness
Punctual
Listener