

# PRAKASH KUMAR SAH

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## EDUCATION

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**JHARKHAND UNIVERSITY OF TECHNOLOGY**

**2021–2024**

*B-TECH - Electronics & Communication - CGPA - 8/10*

## STATE BOARD OF TECHNICAL EDUCATION

*DIPLOMA IN ELECTRICAL ENGINEERING- PERCENTAGE-80.25%*

**2017-2020**

## TECHNICAL SKILLS

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**Programming Languages:** C Program, Embedded C,

**Tools:** Linux, Visual Studio Code, Arduino, Espressif IDE, Datadog, Logstash

**Communication Protocols:** Serial communication protocols like UART, RS232, and knowledge on CAN protocol, Ethernet, MODBUS.

**Microprocessors :** Raspberry Pi 3, Raspberry Pi CM 4, Raspberry Pi Pico.

### Soft Skills

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- **Data Analysis & Reporting:** Adept at analyzing large datasets using Excel to generate insights that inform key business decisions. Skilled in identifying trends, performing regression analysis, and creating visual reports that enhance the decision-making process.
- **Understanding of TCP/IP , DNS, DHCP, VPN**
- **Market Research & Competitive Analysis:** Conducted extensive market research, utilizing data analysis tools to evaluate market trends, competitor performance, and customer behavior, shaping strategic business plans.
- **Advanced Excel Proficiency:** Expert in Excel for complex data analysis tasks, including pivot tables, VLOOKUP, and data visualization, to support business operations and decision-making.
- **Effective Communication:** Able to communicate complex concepts clearly to stakeholders at all levels, from entry-level staff to senior executives, enhancing team understanding and alignment
- **Automation & Testing Tools:** Test Execution Engine, Test Automation Management Tools, and Software Performance Testing.

## RECENT WORK EXPERIENCE

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**Sales And Marketing Engineer**

**Intelitek Edu Solution Pvt Ltd. | Bengaluru**

**Sep/2024 – Present**

- Effectively managed third-party vendors, ensuring the timely delivery of essential services and maintaining strong professional relationships. Oversaw contracts, negotiated pricing, and ensured vendor performance met the operational needs of internal teams.
- Prepared quotations based on client requirements, ensuring cost-effective and competitive pricing.
- Managed SEO strategies and website content to improve visibility and lead generation.
- Conducted pre-call activities and client follow-ups to enhance business relationships.
- Drafted technical specifications and proposals tailored to client needs.
- Prepared datasheets and manuals for clients to support product understanding.
- Managed project execution and provided email handling for customer inquiries.

- **Technical Expertise:** Provide in-depth knowledge of the company's educational products and solutions, guiding prospective clients on how the technology integrates into their existing systems. Help answer complex technical questions and address any concerns.
- **Proposal Development:** Assist in the creation of tailored proposals, including educational service offerings, implementation plans, and pricing structures, ensuring alignment with client needs and expectations.
- **Sales Support & Collaboration:** Support the sales team by providing educational insights and expertise during the sales cycle, ensuring that education-focused sales strategies are successfully executed.

**BCCL | Apprenticeship**

May 2023- Dec 2023

*Dhanbad, Jharkhand*

- Accessed the information related to the various Electrical & Electronics Equipments.
- Ability to read and interpret electrical Diagrams and Blueprints.
- Utilized advanced Excel techniques to manage and analyze large datasets, creating actionable reports that supported business decisions and strategy.

**CSIR- Central Institute of Mining and Fuel Research | Trainee**

June 2022- July 2022

*Dhanbad, Jharkhand*

- Project work on Estimation of Energy Bandgap of Optoelectronics Materials.

**Jharkhand Urja Sancharan Nigam Limited | Trainee**

June 2020- May 2021

- Understand substation Layout, Learn SCADA Architecture,
- Communication Protocols used in SCADA systems, such as Modbus, DNP3 at 132/33 KV Grid Sub- Station, Maharo, Dumka

## **MOST RECENT PROJECTS**

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### **Project 1 : Automation Unit For Industrial Appliances.**

- **Microcontroller:** P89V51RD2.
- **Role:** Embedded Developer.
- **Tools:** Keil, Nuvoton ISP-ICP Utility, Flash Magic.
- **Description:** This system helps in effective switching of Oxygen generator units in the Chemical industry. Rotary switch modes are used for switching the generator units. Mode-1 and Mode-2 sets the first and second oxygen generator units respectively. Mode-3 is automated to switch between 1st and 2nd oxygen generator for every one hour. During this project, I also worked on RTC in this project.
- **Responsibilities:** : Developing software using embedded C and testing

### **Project 2 : IIOT CNC MONITORING.**

- \* **Microprocessor:** Raspberry Pi CM 4
- \* **Role:** Embedded Developer.
- \* **Tools:** Python3..
- \* **Description:** This project is concerned about collecting signals from the CNC machines and based on signals pattern extracting information like Machine On/Off, Cycle On/Off, Power Consumption, Emergency and Alarm. And all the information extracted from all the signals will be stored in the local database and then the same information will be pushed to the server. And also creating communication between react application, local database and server using API programming.