





ADITYA VIJAYARAGHAVAN SUMATHI

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Currently on Stamp 1G until November 2021 with an extension for 1 more year.



EDUCATION

NATIONAL COLLEGE of IRELAND / SEPTEMBER 2020 / MSc in Management

Modules:

- International Business
- Strategy of Decision making
- Entrepreneurship
- Financial Management
- Managing the organization
- Economics of Management
- Marketing Management
- Doing business on Cloud

VISVESVARAYA TECHNOLOGICAL UNIVERSITY / JUNE 2016 / B.E. – Mechanical Engineering

Modules:

- Mechanics of Materials
- Design of Machine Elements
- Heat and Mass Transfer
- Turbo Machines
- Management and Engineering
- Fluid Mechanics
- Operations and Research
- Computer Science



WORK EXPERIENCE

Circle K/ JULY 2019 – PRESENT / Customer Sales Representative

- Working as part of an enthusiastic team with a fast paced retail environment.
- Driving Sales, meeting targets, ensuring excellent customer service and smooth running of the shop floor.
- Provided excellent customer service whilst utilizing communication and interpersonal skills by informing customers on products and thereby enhancing sales.
- Implemented sales strategies like up selling, cross-merchandizing and educating customers about different promotions running in the store.
- Communicated with vendors regarding back order availability, future inventory, and special orders.
- Communicated with Customers while working behind the tills and paid attention to details on customer requirements and buying patterns which helped in maintaining inventory.

TECH MAHINDRA / OCTOBER 2016 – DECEMBER 2018 / IAM Analyst

- Worked on Micro Focus Net IQ Identity and Access Management design, development, implementation and maintenance.
- Designed and created various new Workflows as per the business requirement using ECMA Script.
- Collaborated with other team members for Integrating different types of IDM Drivers and Remote Loaders with their respective target systems.
- Wrote new policies, customized driver filters, extending schema and created and scheduled Driver Jobs which helped to integrate client requirements with IAM systems.
- Expertise in production support, maintenance and admin operations Of IAM systems.
- Manage systems associated with IAM and provide incident and problem management support.
- Experienced in utilizing tools - Designer for NetIQ Identity Manager, imanager, User Application dashboard and Citrix POB ticketing tool.
- Expertise in writing customized reports as per business requirements which helped in reducing the resolution time for other team members working on similar issues, thereby expediting the overall process.
- Used Power Shell Scripts to automate day to day activities which helped in reducing the internal workload of the team.



SKILLS

- Interpersonal Skills : Effective communicator
- Organizational Skills: Self- Motivator, Active Listener, Decision making.
- Microsoft office : Excel, PowerPoint, Word, Outlook.
- Operating Systems : Windows.
- Technologies : NETIQ IDM, Ansys, Solid Edge.
- Programming Skills : C, SQL, Javascript.

PROJECT & PRESENTATIONS

- ❖ Dissertation:
 - A Comparative analysis of the benefits of using CRM in Cloud Computing technology over Traditional CRM in SMEs in India.
- ❖ Entrepreneurship :
 - Made a detailed report on a Start-Up idea called Smart Bin which used IoT to help waste management.
 - The report included analyzing the growth of the company for over five years and pitching the idea to the Professor.
- ❖ International business :
 - Analyzed IKEA's international corporate level strategy and suggested prospects for further expansion.
 - Analyzed Zara's international corporate level strategy over-time and suggested company's prospects for further expansion.
- ❖ Marketing Management :
 - Created a Marketing Plan to improve the sales of Aston Martin.
- ❖ Doing Business on Cloud :
 - Created a business report on how using Cloud computing technology can be used for IOT enabled water filters for charitable organization which works for Internally Displaced People's (IDPs) in Nigeria.
 - It was found that by using Cloud enabled water filters, the costs could be kept to a bare minimum and could also improve access to clean and portable water in the region.
- ❖ Magnetic Levitating Windmill :
 - Conceptual idea where the windmill worked on the Magnetic Levitation principle.
 - The data was analyzed and it was observed that it was ideal to generate more energy when compared to the various traditional methods.

TRAININGS & CERTIFICATIONS

- Attended NETIQ training conducted by NOVELL, Bengaluru (Feb 2018).
- Trained in C-Programming, SQL, PL/SQL, JAVA, J2EE and UNIX by Tech Mahindra.
- Trained in Soft Skills and Aptitude by Ethnus, Bengaluru (May 2016).
- Attended Young Entrepreneurs program workshop conducted by Inner City Enterprise in Dublin (Jun 2019).
- Completed Hubspot "Inbound Marketing" certification (valid till 19 August 2022).
- Currently completing certification on "Fundamentals of Digital Marketing" from Google.

ACHIEVEMENTS & INTERESTS

- Received Pat On Back Award in Tech Mahindra for consistent performance for a quarter (**2018**)
- Represented New horizon college of Engineering in Cricket and fashion team which won numerous titles. (2012-16).
- Volunteered in Tech Mahindra Foundation activities, raising awareness and funds for the underprivileged.
- Was part of organizing committee for Annual College Fest, SARAGAM 2015.