

Vivek Patel

Technical Project Manager

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Personable business professional bringing successful 9+ year career in Technical roles within large and fast-paced corporations. Release-planning specialist trained in advanced Excel modeling. Creative solutions architect with real-time problem-solving flexibility.

Skilled Business Development leader experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.



Skills

- Relationship building and management
- Business development and planning
- Product and service sales
- Technical understanding
- Business and technical analysis
- Effective project management
- Tactical and technical guidance
- Technical issues analysis
- Leading projects



Work History

Jul 2020 - Current **Technical Project Manager** (PHP, WordPress, SEO)
Self Employed, Ahmedabad

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Reached out to potential customers via telephone, email, and in-person inquiries.

- Generated new business with marketing initiatives and strategic plans.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Represented company and promoted products at conferences and industry events.

May 2016 - Jun 2020 **Technical Project Manager** (PHP, WordPress, SEO)

Fastidious Technologies Pvt Ltd, Ahmedabad

- Working as Technical Project Manager responsible for Client engagement, Project analysis and evaluation, Project development & delivery.
- Communicated project plans and progress to key stakeholders and project contributors.
- Partnered with project team members to identify and quickly address problems.
- Accomplished client goals by providing quality technical projects.
- Negotiated and managed project budgets to meet goals.
- Monitored and tracked project progress to support timely completion.
- Identified and implemented cost-saving measures in IT projects.
- Implemented best practices to drive quality IT project delivery.
- Trained personnel on use of IT tools and applications.
- Resolved staff conflicts and identified potential areas of improvement.
- Managed various IT projects to meet deadlines and customer requirements.
- Developed and introduced IT strategies to improve operational efficiency.

Sep 2015 - Apr 2016 **PHP Developer**

Russmediatech Pvt. Ltd., Baroda

- Worked as web developer and support based on Symfony & Wordpress.
- Developed back-end components to connect applications with web services.
- Wrote server-side and client-side code for many projects using PHP, HTML, CSS and JavaScript.
- Implemented customer requirements into creation of client frameworks.
- Designed user-facing elements to integrate with web APIs and server-side logic.
- Worked with clients and cross-functional teams to design new features and functionality.
- Used different APIs to build frameworks.
- Planned, coded and deployed web-based applications using PHP, MySQL and JavaScript.

Dec 2014 - Jun 2015 **Software Developer**

Sparrow Softtech, Bhavnagar

- Worked on embedded systems based on Visual C++ & Microsoft .NET.

- Handled scripting tasks for debugging and automation.
- Worked closely with peers to identify issues and provide suitable resolutions.
- Analyzed source code to identify functionality issues.
- Tested new applications for usability and adherence to code plan.
- Wrote clear, clean code for various projects.

Jun 2014 - Trainee

Oct 2014

Sparrow Softtech, Bhavnagar

- Worked as Trainee on Unity 3D Game Engine and Android applications.
- Evaluated trainee progress through skill assessments and performance reviews, ensuring ongoing development
- Implemented various teaching methods, adapting to diverse learning needs and preferences of trainees
- Attended training courses to build understanding of processes, techniques, and industry



Education

Aug 2012 - M.C.A.: Computer Science

May 2015

Dept. of Computer Science - MK Bhavnagar Uni. - Bhavnagar

Percentage: 72.00%

Jul 2009 - B.C.A.

May 2012

Dept. of Computer Science - MK Bhavnagar Uni. - Bhavnagar

Percentage: 70.00%



Tools Technologies

- HTML, CSS, JS
- PHP (CodeIgniter, Symfony and WordPress CMS)
- WordPress Plugin Development
- WordPress Theme Customization
- WordPress Website Designing, Development
- Ecommerce Website Development
- API's (Third Party API integration or API for the Mobile app Development)
- SEO (On-Page, Off-Page, Guest Posting, Link Building, Keyword Research, Google Analytics, Google Webmaster)
- ORM (Online Reputation Management)
- SMM (Social Media Marketing)



Portfolio

https://www.upwork.com/freelancers/~01ac44e220531faaf5?mp_source=share