ROHITH KRISHNAN

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PROFESSIONAL SUMMARY

To learn more and more, while serving to your esteemed organization, in a challenging environment, where I can learn and contribute meaningfully, which involves application and inculcation of various skills, and which provides opportunities to grow professionally.

PERSONAL INFORMATION

Father’s Name : Mr Unnikrishnan T.P

Date of Birth : 25.03.1992

Religion & Caste : Hindu, Pisharody

Marital Status : Unmarried

Nationality : Indian

Languages Known : English, Malayalam and Tamil

Experience : Currently working in an IT firm as BDE

EDUCATIONAL QUALIFICATION

B.com : Computer Application ,2018

Madurai Kamaraj University – Madurai , TN , India

B.Tech : Information Technology ,2014

Toc H Institute Of Science & Technology – Arakunnam, KL , India

Higher Secondary : Computer Science , 2010

S.N.D.P.H.S.S-Udayamperoor , KL , India

High School : 2008

S.N.D.P.H.S.S-Udayamperoor , KL , India

SKILLS

•HTML, ASP.Net, •Fast learner

•SQL 2008 & 2012 •Self Motivated

•Entity Framework •Dependable

•Reporting Tools (TFS,Sqn) •Negotiation expert

• Web Programming •Dedicated team player

•MS-Excel, Ms-Word •Excellent attention to detail

WORK HISTORY

SOFTWARE ENGINEER. 07/2014 to 08/2015

Unisis Systems & Solutions (I) Pvt.Ltd - Ernakulam ,Kerala

•Have involved in developing various domains for the ERP Software Development, Web Based Portal Development & Standalone Application .

•My Responsibilities include developing & Testing the web & ERP modules.

•Had experience in design and develop the projects.

•WEB PROJECTS like HR Portal & Parent portal is a web Portal done using ASP.NET integrated with our ERP.

•It was done by integrating with Additional tool, which delivers additional functionalities.

•The major achievement in this project is the picture conversion, in which the picture is saved as text file.

•The same text file is again converted back to picture for viewing in the client side.

•Url: http://parent.unisisdemo.com/ It is developed in C#- windows form.

•Complete process cycle for all types of trading companies involving customer Enquiry, quotation, sales order, sales delivery, sales invoicing & returns.

•Built, tested and deployed scalable, highly available and modular software products.

BUSINESS ANALYST , 09/2015-12/2016

Unisis Solutions, Kakkanad , Kerala

•Directed all phases of projects, from design development to implementation.

•Developed executive presentations and reports to facilitate project evaluation and process improvement.

•Directed planning, budgeting, vendor selection and quality assurance efforts.

•Recommended process and systems improvements.

•Defined clear targets and objectives and communicated them to other team members.

•Coordinated design meetings and decisions across internal departments and teams.

•Reviewed sales, customer concerns and new opportunities to drive business strategy at weekly planning sessions.

•Strengthened company's business by leading & implementing the projects.

•Created new revenue streams through Digital Marketing.

BUSINESS DEVELOPMENT EXECUTIVE , 1/2017- 2/2018

INVACCS SOFTWARE TECHNOLOGIES Pvt Ltd

•Developed new business opportunities by effectively communicating product lines to company's.

•Recommended appropriate products and services based on customer needs.

•Provided Quotes for new business & prepare Reports for clients.

•Built strong relation with clients and stakeholders over the telephone and in person.

•Resolved customer queries and issues, ensuring customer satisfaction.

•Coordinated payment, querries and installation of software.

•Participated in daily production meetings to discuss any potential issues that might disrupt any on time delivery dates.

•Coordinated with senior managers - new business trends to develop new services, products, and distribution of channels.

* Explosure in PRODUCTS such as
* Inventory Billing software
* Accounting Software
* Web Applications

BUSINESS DEVELOPMENT OFFICER ,- Current Employee

LEORA SOLUTIONS LLP

* Finding the leads through various sources such as LinkedIn, Facebook and other social networks.
* Finding new way of marketing strategy’s.
* Attend industry functions, events, and conferences; providing feedback and information on current market & creative trends.
* Meeting with the clients giving them demo and taking their requirements.
* Writing Quotations & Proposals for sending to clients.
* Participated in all phases from requirement gathering, project co-ordination & implementation.
* Explosure in PRODUCTS such as
* ERP SOLUTIONS
* Website Development & SEO
* Recruitment Management Software
* Mobile Applications

EXTRA-CURRICULAR ACTIVITIES & INTEREST

* Awarded scholarship from **Centre for Cultural Resource & Training, New Delhi** in the field of **Folk Music Chenda (percussion)** for last 8 years. Participated in various competitions and stage performance.
* 2 years headed as the secretary of National Service Scheme and volunteered various activities conducted in the campus and off campus.
* Driving & Traveling
* Listening to music

**DECLARATION**

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

Date

Place: Ernakulam

ROHITH KRISHNAN