Aklesh Chaurasiya.

CONTACT DETAIL:

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CAREER OBJECTIVE:

To work in a challenging and fast-paced environment where I can learn new skills and enhance the existing ones and thereby contribute to personal growth as well as to the organisation's growth and development.

ACADEMIC CREDENTIALS:

I Have Completed Bachelor of engineering in Information Technology from Thadomal Shahani Engineering College ,Bandra(w), Mumbai.

Sr.No	Examination	Institute & College	Year	Percentage
1)	BE (IT)	Thadomal Shahani Engineering College	2017	Avg 6.35/10 Pointer.
2)	MH-CET	N.G.K.G Junior College , Mumbai.	2013	114/200
3)	HSC	N.G.K.G Junior College , Mumbai.	2013	65.83%
4)	SSC	S.m.t Saroja Devi High School.	2011	91.09%

TECHNICAL SKILLS

- **Computer Knowledge:** Knowledge of all operating system and installation like – Windows Vista, Windows 7, Windows 8, Windows 8.1 & Windows 10 & UBUNTU 14.04, Configuration of Outlook, Web-mail & Thunderbird.
- **Other Tools:-** Advance level of Microsoft Office and Advance Excel, AUTOCAD, Mail Merge and all software installation and configuration.

- **Networking & Hardware :**
    1. Knowledge of **NTP, SNTP, PTP-IEEE-1588, IRIG-B, PPS, Frequency, E1/T1** hardware time server for Time synchronization.
        a. Knowledge of Networking configuration Like **Router, WAN, LAN** and **Printer** setting.
        b. Good Knowledge of Laptops, Desktop, All in one PC's, Tablets, Server and Workstations.

TECHNICAL ACTIVITIES

- Working with **System Integrator** for **Reporting Tools** for their projects and for **OEM – Datalogging Application.**
- Working for Time Server Protocols: **NTP, SNTP, PTP-IEEE-1588, IRIG-B, PPS, Frequency, E1/T1.**
- Knowledge of **Secure Socket Layer (SSL)** Certificate with specializing for all types of websites with multi-domain.
- Expert for **Banks NPCI NACH Clearing debit & Credit, E-mandate process, and UPI** implementation process for bank.
- Experience to handled **GeM portal** in selling IT Hardware/Software products for Government departments all over India.
- Provide the appropriate Tech solution received from client's project requirement to guide the proper questionnaire.
- Well Experience in System administrator in Operating System like - installation/configuration, operation, and maintenance of systems hardware.
- Full expert in PAN india Digital Signature certificates in PKI technology.
- Full Knowledge of Gem portal purchase, e-Tendering and e-Procurement Portal.

Total WORK EXRPIENCE

- ➢ Over All **5.8 Yrs.** experience as **SaaS** products sales & **B2B** sales for **Banks**, **Government, Private and Corporate** clients.

Dream Soft Pvt Ltd & PARYANA AUTOMATION PVT LTD >> (Jan 2023 to till date)

- ➢ **11 Month** Experience in **DreamSoft IT Solutions PVT LTD** as Business development Manager- **Industrial Automation Software product for System Integrator**.
- ➢ **11 Month** Experience in **PARYANA AUTOMATION PVT LTD** as Business development Manager- **NTP/PTP Hardware Timeserver** for Time synchronization. DreamSoft- PARYANA is Group of Company.

ACE TECHNOLOGY >> (March 2018 to Nov 2021)

- ➢ **3.8 Yrs** Experience in **ACE Technology Pvt Ltd** as Sr. Business development officer & Software Technical Expert during Lead Closer.

J.P. Rubber Works >> (Dec 2021 to Dec 2022)

- ➢ **1 Yr**. Experience in **J.P. Rubber Works** as Manager - Supervisor to handle all Employee's as well as clients.

EXTRA WORK EXRPIENCE

- ➢ **3** Month Internship in Trill IT Company and in Skool Bazaar.com as Web developer **(Dec 2017 to Feb 2018).**
- ➢ Teaching Math and Chemistry in Career Science Classes (2 Year Experience - Part Time).

QUALITIES :

- Good business knowledge in Multiple domain and Negotiation skills.
- Expert to Preparing Techno-commercial, PPT's and Tech docs user manual for each product as per clients request since 4-5yrs.
- Great communication and teamwork, strong problem-solving skills.
- Very technical person to Manage Business Grow and providing Appropriate Quote
- Very good knowledge of Banking Software system with customized products
- Strong English Communication skills, both verbal and written
- Ability to act rapidly and logically under pressure and make effective use of in resolving problems.
- Ability to work in a flexible schedule and on-call.
- Good Patience, Dedication, commitment & Positivity to do work.
- Good organizational and time management skills with Technically fully sounded and well experienced in SaaS products.

ROLE AND RESPONSIBILITY:

- In **DreamSoft** Taking clients requirement from Vendor, OEM and System integrator like **Newtronics**, **Emerson, BSE, Siemens, Honeywell, Yokogawa, Hitachi, ALSTOM, Aditya Birla Group, BEL, RIL** and **Power Grid** etc and providing proper Commercial as per their projects needed for Software development.
- Working with Paryana Automation Pvt. Ltd. is associated with Meinberg(Germany) in India and other SAARC countries for the past 15 years and successfully completed 3200+ installations till date in various verticals like : **Power Generation & Transmission, Audio, Video & Broadcast, Telecommunications, IT Networks and Data Centers, Finance & Trading, Traffic Control, Airport and Automation** etc..
- Responsible for the growing existing business and finding, closing new business in the other verticals and industries.
- Works to achieve pre-set sales, gross margin targets and call rates.
- Organizes sales calls and coordinates appointments to take full advantage of travel time with intent to close business at each sales call
- Good knowledge of Expo organized for company to meet various industries for business and getting more orders with requirement.
- Strong leadership qualities with the ability to create autonomous teams and Giving Presentations and providing POC's wherever required.
- Willing and able to make decisions with limited information.
- Communicates with customers (verbally and in writing) about current product offerings, services and future vision of the company.
- Provide high quality first level support to our Corporate and banks client base during the mid-day to evening hours
- Effectively diagnose and troubleshoot cases, searching for solutions and providing education
- Provide occasional after-hours support for Banking and BFSI clients software application.

I hereby affirm that the information in this document is accurate and true to the best of my Knowledge.

Place: Mumbai
Date:

(**Aklesh Chaurasiya**)