

## AANCHAL BHADANA



### CONTACT

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### SKILLS

RESTful API, JavaScript, SQL, JSON,  
Confluence, JIRA , Microsoft Excel,  
Microsoft Office, Presales, Project  
Management, Team Management

### OBJECTIVE

Looking for a challenging role in a reputable organization to utilize my technical and management skills for the growth of the organization as well as to enhance my knowledge about new and emerging trends in the IT sector.

### EXPERIENCE

#### Top freight (Established by Co-Founders of Qbit )

March 2023 - Till now

Head-Presales

The main point of contact for clients' technical issues while taking care of live deployments, demonstrations, and presentations.

- Initiating the project, planning and outlining project scope, objectives, and deliverables
- Establishing and maintaining communication with the project team, management and stakeholders
- Coordinating project meetings and decision-making processes
- Executing the work, coordinating and supervising the project team and ensuring that they have the tools required for delivering the project on time
- Completing the project and creating required documentation and reports for the management
- Responsible for organizing, planning, directing, and coordinating all aspects of the technical pre-sales engagement and certain post-sales product implementation activities.
- Responsible to showcase "Proof Of Value" to existing customers and prospects.
- Proactively scopes the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the company business.
- Works on assigned deals to support the sales team, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the sales manager.
- Work closely with sales to outline the regional sales strategy and execution plan to achieve profitable business growth
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support and deal closure
- Provide customer valuable feedback to product management, engineering, and work with internal teams to achieve customer technical requirements to result in the Win-Win situation for all stakeholders.

## Qbit

June 2022 - March 2023

Principal Consultant

The main point of contact for clients' technical issues while taking care of live deployments, demonstrations, and presentations.

- Initiating the project, planning and outlining project scope, objectives, and deliverables
- Establishing and maintaining communication with the project team, management and stakeholders
- Coordinating project meetings and decision-making processes, provide an effective link between Sales, Account Management, Development and Product and Marketing
- Executing the work, coordinating and supervising the project team and ensuring that they have the tools required for delivering the project on time
- Completing the project and creating required documentation and reports for the management
- Responsible for organizing, planning, directing, and coordinating all aspects of the technical pre-sales engagement and certain post-sales product implementation activities.
- Responsible to showcase "Proof Of Value" to existing customers and prospects.
- Proactively scopes the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the company business.
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## **Fareye**

January 2022 - June 2022

Solution engineer

- Experience of working on the SAAS platform.
- Ability to design/write/communicate technical specifications, perform reviews, understand integrations strategies.
- Detailed oriented with an ability to ask “why”.
- Experience of working in the logistics domain.
- Hands on technical configuration of the business process management platform along with minor scripting and database query.
- Workflow-based vehicle routing platform meant for fleet owners to save cost through continuous process optimization.
- IoT enabled a predictive visibility platform for manufacturers to control operational costs.
- Installation, upgradations, and configuration of products at client site.
- Integrating products with other software assets and processes at customer site.
- Working Closely on Logistics business to achieve on-time deliveries at reduced cost, this includes in-depth analysis and timely delivery of customer requirements including bug fixes.

## **Byjus/ White hat jr**

August 2020 - January 2022

Professional trainer

- Strong ability to create engaging and effective curriculum to suit different learning styles.
- Excellent communication skills, fostering a positive and interactive learning environment.
- Proven record of helping students achieve significant growth in their coding skills.
- Dedicated to staying updated with industry trends and pedagogical methods.
- Conducted interactive coding classes for young learners using the White Hat Jr curriculum.
- Facilitated online and/or in-person coding sessions.
- Adapted teaching methods to address individual student needs and learning styles.
- Evaluated student progress and provided constructive feedback to ensure continuous improvement.
- Led coding projects and challenges to enhance students' problem-solving and creativity.
- Collaborated with parents to provide regular updates on student performance and growth.

## **Freelance**

Feb 2016 - Aug 2020

Technical Consultant

- Consulted with clients to understand their technical needs and business objectives.
- Designed and implemented tailored technical solutions.
- Collaborated with client teams to provide hands-on support for installation, configuration, and troubleshooting.
- Created comprehensive technical documentation, including system architecture diagrams and implementation guides.
- Conducted training sessions to empower client teams with the necessary skills for solution management.
- Addressed complex technical challenges and provided timely resolutions to ensure project success.

## **Alcatel Lucent**

June 2013 - February 2014

Web developer

Project Details:

Project Name : Reliance Communications Ltd

Role : Web developer

Environment : Oracle 11g, Sybase 12.5, UNIX, Shell Scripting

Team Size : 6 (Including one Team Lead)

Description:

Reliance Communications has OSS/NMS system which includes integration and connectivity of CDMA & GSM network elements with centralized network management system for monitoring fault and performance.

Roles & Responsibility:

- Database- Writing Stored Procedures, Indexes, Views and Transactions
- UNIX - Working on VI editor and also writes shell scripts
- Integrating all the Cell Sites and Network Elements of the GSM Project in Network Monitoring System via various protocols like FTP, SNMP, CORBA and TELNET
- Development of most important management reports like DSR (Daily Status Report) and Network Availability Report for the entire network
- Ensuring the availability of Alarms and Performance Counters of all NEs for generating the Performance Report



## **Raj software technology pvt ltd**

July 2012 - June 2013

Information technology instructor

- Conduct training needs analysis and define the skill sets needed to accomplish different roles.
- Conduct performance appraisal to establish the skills gap between current and desirable learner skill levels.
- Present training to end-users
- Perform technology training sessions for IT department staff as required.
- Revise training presentations and schedules for Site IT department training as needed.
- Design training programs equip employees/end-users with the appropriate skills.
- Develop a suitable mix of formal and informal development activities.
- Responsible for the set-up of the learning environment and resources
- Deliver training program in group and or online settings.

## **EDUCATION**

**UPTU**

2011

MCA

83%