

VAIBHAV ASHOK KOLATKAR

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SNAPSHOT

- A qualified M.E. with Major in Electronics Engineering from Mumbai University with 3 years of experience in teaching Electronics subjects & 1.5 years of experience of Business Development in IT domain.
- Desirous in learning different technologies and apply present proficiencies in the areas I get opportunity to work in.
- Seeking a Challenging Career wherein my Knowledge, Experience and Education will get utilized to the Best of my Abilities and to Work in an Organization where there is Scope for both Organizational and Personal Growth.
- Adaptable and a quick learner, an executioner, effective in organizational and co-ordination skills.

CAREER HIGHLIGHTS

Previous Organizations

I. Bharati Web Pvt. Ltd., Mumbai

Sr. Business Development Executive

[Feb '2015 to May'2016]

Key Result Areas:

- Managed Marketing of software products, E-commerce applications and various services
- Lead Generation, Demand creation for Products Marketing and Sales
- Segmentation, Targeting & Positioning – right product marketing approach
- Content creation for articulating products/services values
- Working closely with developers team for product research and development, market insights
- Trained product marketing to clients regarding the products/services

Key Achievements:

- Drove Bharati Web's services to industries leading players, positioned the brand among largest competitors
- Increased the loyalty and satisfaction of existing as well as new customers
- Introduced and streamlined new time-saving processes
- Increased the products Brand Value and companies market existence in early years
- Played a lead role for strategizing and designing of services towards new industry segments

II. G.V. Acharya College of Engineering, Shelu

Lecturer

[June'2011-April'2014]

Key Result Areas:

- To teach Electronics and Electrical subjects to degree and diploma students of institution
- To play the role of co-head of department, setting new work standards in the department
- To establish entire labs and library of electronics department, from vendor management to lab design
- To mentor batch of students and develop strong bonds among institute and students-parents
- To contribute in Technical and Cultural Events of institute and state/national level
- To lead students for participation in extracurricular activities

ACADEMIA

- 2015 **Masters in Engineering with Major in Electronics**, from K. J. Somaiya College of Engineering, Vidyavihar, affiliated to **Mumbai University** with First Class Division **(7.05/10)**
- 2011 **Bachelors in Engineering with Major in Electronics**, from Datta Meghe College of Engineering, Airoli, affiliated to **Mumbai University** with First Class Division **(64%)**
- 2007 **HSC**, from K. J. Somaiya College of Science and Commerce, Vidyavihar, affiliated to Maharashtra State Board, Passed with First class **(68.17%)**
- 2005 **SSC**, from Swami Vivekananda Vidyamandir School, affiliated to Maharashtra Board, passed with distinction **(84.40%)**

ENGINEERING TECHNOLOGIES PROFICIENCY

- **Languages** : C, C++, Java, Verilog, Embedded C, Assembly Programming (8085, 8086, 8051, Arduino)
- **Tools** : Xilinx, MATLAB, Arduino, Proteus, Eagle
- **Operating Systems** : Linux, Windows

EXTRACURRICULAR ACTIVITIES

- Volunteered in social activities and projects of Non-Profit Organization (NGO) of Engineers, for Engineers – Vivekanand Seva Mandal, Dombivali (East)
- Lead Promotional events for Product-Marketing in Exhibitions & Malls
- Team Lead in management committee of National Level Event conducted at G.V. Acharya college of engineering
- Participations in Technical competitions, inter-college/state level Cultural and sports competitions
- Published paper on 'Effect of red, blue and UV light on constituents of Centella Asiatica (L) Urban grown under controlled environment' in International Journal of Multidisciplinary Research and Development
- Published paper on 'Phase Only Correlation Based Attendance System' in CiiT International Journal of Digital Image Processing

PERSONAL DETAILS

- **Date of Birth** : 05th February, 1990
- **Language** : English, Hindi, Marathi (M.T.)
- **Marital Status** : Bachelor
- **Nationality** : INDIAN

I hereby declare that all information given above is true to best of my knowledge.

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