

PRAKASH SINGH

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CAREER SUMMARY:

Seeking forward to be a Front-End Engineer/Front-End Developer in a progressive and reputed organisation to enhance my knowledge and utilize my skills and experience towards the growth of the organisation.

EDUCATION:

- Xth from SGRR Public School with 8.2 CGPA.
- XIIth from SGRR Public School with 7.0 CGPA.
- B.tech from Graphic Era Hill Univeersity with 7.0 CGPA.

CERTIFICATION IN

FRONT END TECHNOLOGIES

HTML (HYPER TEXT MARKUP LANGAUGE)

JAVA SCRIPT

CSS (CASCADING STYLE SHEETS)

BOOTSTRAP

REACT JS

TAILWIND CSS

RELEVANT PROJECTS:

BANKIST APP

FOOD APP (SWIGGY)

RECIPE BOOK

POMODORO TIMER

DICE SIMULATOR

SKILLS:

- Time Management
- Problem Solving Skills
- Good Communication Skills
- Well versed with Hindi and English language
- Team work Ability

WORK EXPERIENCE:

UNACADEMY

BUSINESS DEVELOPMENT AND OPERATIONS | JAN 2022-MAY 2023

- Building out lead generation engine through calling and email ,resulting in 65 % increase of revenue.
- Developing procedures for on-boarding new customers which resulted in 55 % improvement in product adoption rate.
- Assisted in Hiring Process as well as staff performance evaluations conducting reviews and administering disciplinary actions as required.
- Performed operations role towards onboarding offline partner centre.

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BUSINESS DEVELOPMENT EXECUTIVE | DEC 2020-JAN 2022

- Managed prospective leads and existing account using CRM platform to accurately forecast revenue and nurture long term business.
- Guided customers through the purchase or addition of lines of service and appropriately resolved conflict or customer service issues in a positive manner resulting in high levels of business formation.
- Dealing with customers queries, analysing precise ongoing EdTech trends, monitoring competitor activities and responding to customer needs.

Personal Interests

- Being fit and healthy .
- Sometimes when not feeling good , mood changes into some sounds. I.E MUSIC .
- Travelling .
- Gymming .
- Night out fun .