

BHUSHAN ZOPE

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DOB – 21st April 1995

WORK EXPERIENCE

- 1. Business Development Executive - Technology Consulting Group, Vashi W** Jan 20 – till now
 - Generate sales from existing customers and build new customer sales.
 - Responsible for sales, complete target and business development.
 - Generating new leads via social medias.
 - Preparing excellent documentation on business requirements.
 - Handling various activities of the project like information gathering, analyzing the information gathered, documenting the functional or business requirements.
- 2. Customer Relationship Executive – Bewakoof.com, Powai** Nov 19 – Dec 19
 - Cold calling and outbound calling to solve the customer queries
 - Handling the delivery part of entire india to communicate with the delivery services
 - Resolve the customer queries and offer them new product offer
 - Responsible for increase sales of the company handle the cancellation process.

FREELANCING

- 1. Business Development Executive [Freelancing with TCG India] - Zing HR, Malad W** Jan 20 – till now

JD – Zing HR is the HRMS software company under Cenergyis Infotech India Pvt. Ltd. Which is developing human resource management system software

 - Responsible for sales and business development.
 - Generating new leads via social medias.
- 2. Business Development Manager - Mind Tech iSolutions Pvt Ltd, Andheri W** Apr 20 – till now

JD – The company is commission based software company who are accepting the responsibilities contract of foreign projects to provide remote developers and testers.

 - Provide developers to the American, Asian companies
 - Web hosting, software, internet marketing companies to provide remote software developers.
 - Responsible for generating leads and business development
- 3. Lead Generation Executive – SastaBuy.in, Ambernath W** Aug 19 – till now

JD – SastaBuy is small startup company who has a team of 3 partner developing web application, websites for small projects, firms.

 - Managing the sales and generate the leads for the company
 - Responsible for generating leads and business development
 - Searching small shops, startups, tours and travels digitally or socially

WORKSHOPS

- 1. Core + Advanced Android Application Development – VJTI college of engineering**
Conducted by – My-Droid Technologies 28 Dec 18 – 30 Dec 18

CERTIFICATION

1. Java specialization from Dcodetech IT Industrial Training, Thane
Covered technologies – J2SE, Servlet, JSP, Spring, Hibernate, Struts

ACADEMIC QUALIFICATION

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| 1. College – Yadavrao Tasgaonkar College of Engineering & Management, Bhivpuri Rd
BE.IT - [5.63 CGPI] – Mumbai University | May 19 Pass out |
| 2. College – S. H. M. Institute of Technology, Ulhasnagar
Diploma CSE - [6.62 CGPI] – Mumbai University | May 14 Pass out |
| 3. College – Wamanrao Muranjan Junior College, Mulund
12 th HSC - [4.08 CGPI] – Mumbai University | Apr 12 Pass out |
| 4. College – Chandrakant Patkar Vidyalaya, Dombivli
10 th SSC - [8.92 CGPI] – Mumbai University | Apr 10 Pass out |

ACADEMIC PROJECTS

1. Title - Location Based Services Through Android Application

Description – the application is based on local map which is used to find nearest hospital, school, colleges, café etc. application had data installed the places that user can easily find the nearest places easily. It's a basic android application who follow google maps
Languages used – java, android

2. Title – Footwear Showroom Management System

Description – the project is based on java web application has features of latest products is to be shown. The data can be modified daily basis to which user can know what the product has launched and get latest update on daily basis.
Languages used – java, sql

TECHNICAL KNOWLEDGE

1. C, C++
2. HTML, CSS, Javascript
3. SQL, PL-SQL, MS-SQL, My-SQL, T-SQL, No-SQL, PostgreSQL
4. Operating system, Linux
5. Microsoft Excel, Visual Studio, Eclipse, Netbeans, Sublime, Android Studio
6. Cloud computing, AWS, Azure
7. RPA, Ui Path, Blueprism, Automation anywhere
8. Software testing, Manual, Automation, Selenium
9. PHP, Python