

**AKASH PICHA**

Date of birth- 31 August 1991

Email-ID: akash.picha@gmail.com, Mob: +918390939099

Address: 'Kasturi', Sadguru Nagar, Govind Nagar, Nasik - 422009

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**CAREER OBJECTIVE**

To pursue a career in Operations & Sales and practical skills to contribute best of my services to an organisation of repute.

**WORK EXPERIENCE**

<b>Company Name</b>	TechnoPurple I.T Solutions Pvt. Ltd.
<b>Designation</b>	Senior Operations Manager
<b>Duration</b>	10 <sup>th</sup> August 2015 – Present

**Key Responsibility Areas**

- ✓ Help to Plan, develop and execute operations & sales strategies. Conducting business reviews to ensure clients are satisfied with their products and services.
- ✓ Coordinating with the sales team to generate sales from existing client. Help to implement processes, procedures and tools to maximize the productivity and performance of the operations and sales function and to facilitate integration with other departments such as Finance, Development, Technical Interface Office, etc
- ✓ Participating in events like TiE Con and other Tech showcase events.

**Operations & Post – Sales**

- ✓ Handling a team of 4 operations executives.
- ✓ Meeting with clients on site to build a healthy relationship on existing and new accounts.
- ✓ Handling 25+ clients with a focus on gaining year on year renewals.
- ✓ Working with clients like Vodafone, HUL, Tata Motors, Anchor Health and Beauty, Bhartiya Janta Party (BJP) Campaign with a user base of 3000+.
- ✓ Generating analysis based on sales for renewals.

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**ACADEMIC PROJECTS**

<b>File and Information Structure For Book Management</b>	<ul style="list-style-type: none"><li>• Summary: This mini project has been implemented for Book Management.</li><li>• Platform: C++</li></ul>
<b>Face Recognition Using Pose Variation</b>	<ul style="list-style-type: none"><li>• Summary: This project has been implemented for recognizing face using different poses of a person. A database will be created with different poses. Our team have proposed a model for Face Recognition.</li><li>• Platform: MATLAB</li></ul>

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CERTIFICATION	SKILLS	STRENGTHS
<ul style="list-style-type: none"> <li>Undergone Certification course for Java</li> </ul>	<ul style="list-style-type: none"> <li>Strong Interpersonal Communication Skills</li> <li>Efficient problem solving skills</li> <li>Proactive</li> </ul>	<ul style="list-style-type: none"> <li>Adaptable</li> <li>Optimistic</li> <li>Team Player</li> <li>Determined</li> </ul>

ACADEMICS

Course	Qualification	Institute / University	Year	(%)
University VTU	B.E. IT	Basaveshwar Engineerng College (Autonomous), Bagalkot	2015	61% CGPA:6.82
HSC	HSC	Raojisa Yamasa Kshatriya	2009	60%
SSC	SSC	Don Bosco High School, Nasik	2007	55%

ACHIEVEMENTS & ENGAGEMENT

- 1) Awarded 'Go-Getter' of the year 2016 in TechnoPurple IT Solutions.
- 2) Awarded 'Renewal 101' for 4 consecutive months.
- 3) Yearly Engagement in Tech Exhibitions like TiE Con, Medi Call, JITO

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