Meet Desani

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Objective

With <u>Three years</u> of industry experience under my belt, I am now eager to transition into a technical role in the IT industry. I have a strong passion for <u>Web development</u>, but I am also open to exploring other IT technical roles if the right opportunity arises. I am highly motivated to build a stable and prosperous future in this field, leveraging my existing skills and acquiring new ones. I want to emphasize that I am ready for <u>Immediate employment</u> and am currently residing in South Bopal, Ahmedabad. In addition to my full-time career aspirations, I am actively freelancing in the IT domain. I am open to opportunities not only in Ahmedabad but also in nearby cities like Baroda and Gandhinagar. I am excited to contribute my knowledge and dedication to a dynamic IT team and embark on a rewarding career journey in the technology sector.

Projects

Project 1: Resume Website.

I am proud to highlight that I have created a dynamic and professional resume website using Django, a high-level Python web framework.

Project 2: Ecommerce Website.

I am excited to share my accomplishment of designing and developing a feature-rich e-commerce website. This project was a comprehensive endeavor that involved creating a user-friendly and secure online shopping platform from scratch. The website encompasses a wide range of essential features, including a robust product catalog, intuitive filtering options, processing, user account management, Seller account management, and a responsive design to ensure a seamless shopping experience across various devices.

Professional Experience

IT Projects

July 2023 to Present

I am actively freelancing from July 2023 to gain experience in real time projects.

Owner at Ovablues Pvt Ltd.

July 2021 to Present

Building and maintaining relationships with international clients. I often engage in negotiations and meetings with clients and partners to ensure business growth.

International markets come with various regulations and compliance requirements. I need to ensure that the company's sales operations adhere to these regulations, including export-import laws, taxation, and trade restrictions.

Identifying opportunities for market expansion and growth, including exploring new markets and potential partnerships.

Identify and evaluate potential suppliers, negotiate contracts, and establish relationships with suppliers to ensure a reliable supply chain. This involves assessing supplier capabilities, financial stability, and ethical practices.

Negotiate terms and conditions, including pricing, payment terms, and delivery schedules, to secure favorable deals and cost savings for the organization.

Ensure that purchased goods and services meet quality standards and comply with regulatory requirements. Implement quality control processes and inspections when necessary.

International Sales Manager at ACBEX Pvt Ltd.

June 2020 - May 2021

Understanding the requirements of prospects, offering suitable product for their market demands, identifying prospects budget and present quotation, Pro-forma Invoice.

Strong follow-ups with Forwarding Agents, Consignee and CHA for smooth transportation of goods from Factory to Port to Vessel to Port of landing.

Discussing the consignees Idea to grow their brand, providing beautified packaging for the product, providing samples for their Showrooms requirements.

Managing the relationship with the buyer in the event of cargo delays or product breakages with paramount importance.

Education

Bachelor of Engineering, Mechanical.

Year: 2015 - 2019

Institute: Gandhinagar Institute of Technology

University: Gujarat Technological University Grade: 6.5 (CGPI)

Higher Secondary.

Year: 2014 - 2015

Institute: Swami Vivekananda High School

University: Gujarat State Education Board Grade: 45%

Secondary.

Year: 2013

Institute: Eklavya Public School

University: Gujarat State Education Board Grade: 80%

Skills

- ➜ Python Programming
- ➜ Understanding of HTTP and Web Development
- ➜ Django Framework
- ➜ HTML5 /CSS3
- ➜ Bootstrap
- ➜ GIT
- ➜ GITHUB
- ➜ Command Line Skills
- ➜ Web Security Principles
- ➜ Authentication and Authorization
- ➜ RESTful API Development
- ➜ Understanding of the Django Ecosystem
- ➜ Problem-Solving Skills
- ➜ Documentation and Communication
- ➜ Negotiation Skills
- ➜ Building Relationships
- ➜ Problem Recognition
- ➜ Object Oriented Programming
- ➜ Object Relational Mapping

Certifications

Coursera certificate for core Python Language.