

# Curriculum Vitae

## Vijay Rathi

Present Address: H.No.-174, First Floor, Lane 8, 60 Feet Road, Chhatarpur Hill,  
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### Career Objective:

To efficiently utilize, improve my skills and knowledge in progress of your organization which offers the professional growth while being resourceful, innovative and flexible.

### Experience:

6 years working experience with specialization in several Organization.

### Key Skills/Roles & Responsibilities:

#### Company Name: Technostone.

- Managing Business Development in segments - **Tiles** (Nexion, Simpolo, Ispira and Thermatek heat resistant tiles), **Composite Quartz**, **Composite Marble**, **Nano Crystallised Glass** and **MYK Laticrete Adhesives**.
- Dealing with renowned Architects, Builders, Contractors and Int. Designers.
- Handling dealer network as well.
- Take care of sales, marketing, firm order processing and interstate/intrastate logistics.

#### Company Name: Blinx India Pvt. Ltd.

- Managing Business Vertical In segments- **Home Automation**, **Home Theatre & Security**.
- Creating and maintaining a network of renowned Architects, Builders, Contractors and Int. Designers.
- Take care of sales, marketing and purchasing of robust solutions for the different companies.
- Handling dealer network as well as distribution Channel for 15+International Brands.
- Client Handling followed by consultancy as per requirement with a reliable and logical output.
- Providing end to end support while leading the team.

**Company Name: Pacific Global Solution**

- Receivable Analysis
- Payer Follow-up
- Denials Management Reporting
- Practice Analysis
- Assessment Process: Daily Insurance aging report is run and claims are analyzed. The analysis is done to identify:
  - Unpaid Claims
  - Low Paid Claims
  - Denied Claims
  - Rejected Claims
  - Claims not on file

**Company Name: Linquest Telecom Pvt. Ltd.**

- Testing of feeder cable including both jumpers to check the Distance to Fault Ratio & VSWR (Voltage Standing Wave Ratio) and to Troubleshoot if any Problem arises, Testing of cable with TMA(tower Mounted Amplifier).
- Performed drive test, Physical Testing, Check the Particular sites physically for Sector and cables swap, orientation, Tilt, Type of Antenna and all checking in BTS end.
- After Doing Drive Test for particular site clockwise and anticlockwise to check Rx level, Rx quality, swap interference and Handovers.

**Training:**

- 4 weeks summer training in Evershine Industries PVT. LTD after 6<sup>th</sup> semester.

**Experience Details:**

1)

**Company** : Linkquest Telecom Pvt. Ltd.

**Duration** : August 2015 to August 2016.

**Designation** : DRIVE TEST ENGINEER.

**Client** : ERICSSON.

**Project** : Vodafone.

2)

**Company** : Pacific Global Solutions.

**Duration** : September 2016 to October 2017.

**Designation** : Sr. Account Receivable (A.R).

3)

**Company** : Blinx India Pvt. Ltd.

**Duration** : March 2019 to December 2019..

**Designation** : Business Development Associate.

4)

**Company** : Technostone

**Duration** : December 2019 to present

**Designation** : Manager Business Development.

### **Technical Skills:**

- **Others:** MS Excel, MS Word.
- **Operating Systems:** XP Professional, Windows 7/8/10.
- **Drive Test Tools:** TEMS 8.2.3, 10.0.5, 13.0.1, MapInfo 8.5, NEMO.
- **Survey Tool:** GPS Compass, Digital Camera, Altimeter, Net monitor

### **Qualification:**

#### **Professional Qualification:**

B.E (Electronics and Communication) from Dr. A.P.J Abdul Kalam Technical University with 64% marks.

#### **Educational Qualification:**

<b>Qualification</b>	<b>Board</b>	<b>Year of Passing</b>	<b>Marks</b>
10 <sup>th</sup>	C.B.S.E.	2009	75%
12 <sup>th</sup>	C.B.S.E.	2011	71%

## Personal Information:

- **Date of birth:** 24/09/1994
- **Father's Name:** Mr. Bijendra Rath
- **Nationality:** Indian
- **Sex:** Male
- **Marital status:** Married
- **Language proficiency:** English and Hindi
- **Hobbies & Interest:** Paragliding, River Rafting, Camping, Ice Skating, Listen to Music, Driving on Hill Roads
- **Sports:** *Shooting (10-m Air Pistol Event), Volley Ball.*
- **Outstanding Achievements:**
  - Scored Maximum Marks in Mathematics in 10<sup>Th</sup> Standard.
  - Scored Maximum Marks in English in 12<sup>Th</sup> Standard.
  - **Silver Medal in Khel Sangam by Krida Bharti.**
  - **13<sup>th</sup> Rank in Pre-U. P State Shooting Championship.**