

# PRATIK KUMAR

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JAMSHEDPUR, JHARKHAND

## Summary

Seeking an opportunity to contribute excellence in cross-functional project leadership to deliver products and solutions on-time and within budget. A strong communicator with the ability to translate design requirements into actionable plans.

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## Experience

### Systems Engineer

Infosys • PUNE, MAHARASTRA

06/2015 - 11/2016

- Underwent 6 months training in Infosys Mysore Campus, where industrial training and hands on experience were given in the field of PYTHON, JAVA, J2EE, JSP, SERVLET, SQL, DBMS.
- During Java Stream training I did a Full Stack web development project
- After induction in Infosys Pune, I was assigned with AMEX team where I was into financial services.
- Identified departmental needs and made suggestions regarding technical direction to meet company's goals.
- Analysed requirements and implemented systems to deliver comprehensive system development solutions.
- Observed and tested application performance for potential issues, pinpointed possible fixes and worked with developers to implement solutions.
- Made system upgrade recommendations to improve technical practices after investigating current users' needs and existing systems' challenges.

### Career Break

Preparing for Civil Services • New Delhi

01/2017 - 07/2019

- I resigned from INFOSYS to pursue my career in Civil Services but unfortunately couldn't make it. But it taught me the meaning of PERSEVERANCE.
- During my preparation phase i.e. in DELHI, I got associated with few NGOs where we helped kids and homeless senior citizens with food and clothing's, this gave me immense satisfaction. I learned what EMPATHY, CULTURAL COMPETENCE & CRITICAL THINKING means.
- ETHICS till then was only into my books but I understood and started practicing during this phase of my life.
- Developed ongoing programmes using good team communication and collaboration.

### Associate Consultant

Shree Ganesh Constructions • JAMSHEDPUR

09/2020 - 03/2021

- Provided tech advices to transform manual updating of records to digital mode.
- Implemented KANO MODEL, in Real Estate project to differentiate and Basic needs, Performance needs and Attractive needs. This helped in getting high bookings of flats.
- Participated in business development efforts by identifying new or additional revenue opportunities with current clients.
- Dealt with clients and other customers to better understand their requirements and needs and implemented the same.
- Facilitated resourceful decision-making to tackle organisational problems.
- Performed costing and pricing financial analyses to compare estimated costs and benefits associated with projects.
- Optimised processes and organisation structures to facilitate maximum profitability.

## Business Development Manager, Entrepreneur

03/2021 - Present

- In association with JIADA & Jharkhand State Government, we are designing and developing a state of the art Electronics Manufacturing Plant.
  - Identified cross-selling opportunities through ongoing customer needs analysis.
  - Prepared reports and presentations detailing business development activities and outlining new initiatives.
  - Client dealing and product management after rigorous Market & Customer Analysis.
  - Developed business plans to establish revenue and growth.
  - Prepared pricing strategies aligned with budget to meet needs of customers.
  - Created short-term and long-term goals for business team to achieve objectives.
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## Skills

Communication skills, Time management, Client Relations, Client Management, Product Lifecycle Management, Product Development, Product Strategy, Client communication, Product development and improvement, Process Management, Business Analysis, Business Planning, Business Process Management, Business Planning, Business Strategy, Business Analysis, Kano Model, Sales pipeline development, Market and competitor analysis, Vigilant and alert, Team supervision, Java, JavaServer Pages, Java Database Connectivity, Python, C++, Tomcat, HTML, Computer literacy, Computer literacy

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## Education

### B.Tech (Computer Science & Engineering)

Veer Surendra Sai University of Technology • Burla, Odisha

05/2015

CGPA : 8.25

### All India Senior School Certificate Examination(xii), CBSE

KENDRIYA VIDYALAYA • CUTTACK, ODISHA

03/2010

Percentage : 76.6

### All India Secondary School Examination(x), CBSE

KENDRIYA VIDYALAYA • Cuttack, Odisha

03/2008

Percentage : 82

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## Languages

English, Hindi, Bengali, Oriya

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## Certificates

Certificate Program in Advanced Java, Oracle Workforce ., Advanced Core Java Certification from ORACLE, NIIT & APTECH, Certificate Program in JAVA 11 & JAVA 17 from UDEMY., Certificate Program in DSA from GEEKSFORGEES., Product Management 101 certification by Todd Birzer, UDEMY., Product Management certification by Great Learnings., Product Management Certification, Intershala Trainings., Business Analyst certification from Internshala Trainings.

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## Professional Course

- Undergoing Full Stack Development Course in association with SHARPENER Tech.
  - Undergoing Business Analyst Course in association with INTERNSHALA TRAININGS.
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## Quick Links

- LINKEDIN - [www.linkedin.com/in/pratik-kumar-sharma-b8614a246](https://www.linkedin.com/in/pratik-kumar-sharma-b8614a246)
- LEETCODE - [https://leetcode.com/Pratik\\_Kumar\\_22/](https://leetcode.com/Pratik_Kumar_22/)