

CHIRAG JAIN

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Flat no. 705, B-Block, Gera emerald city North, near EON-IT park, Kharadi, Pune 411014, Maharashtra.

Objective:

Intend to build a career with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential.

Professional Skills:

- Languages: C, C++, Java core, Java script, ASP .Net, Html,
- Interested Fields: Business Development, Business analyst, Business Operations, Operating System, Information security, Database Security, System Engineer and Business Analyst.

Professional Experience:

Cybus Solutions & Services Pvt Ltd, Pune

(Sep2016-Present)

Sr. Business Development Executive (IT Sales)

- Working as a Sr. Business development executive for Cybus on the IT products which make up a fully fledged contact center.
- Creating reports, presentations, diagrams and architecture the best possible cost effective solution for the customer and company as well to generate revenue.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Traveling to other cities for attending conferences, meetings, and industry events in order to introduce my company and services which we offer.
- Maintaining vendors, distributors and the existing accounts, which will help us to deliver services efficiently.
- Keeping track of the whole sales cycle from creating a proposal to closing it and maintaining the relation with the customer in order to deliver best services.

Fujitsu Consulting India, Pune (C-Dot Systems Pvt Ltd) (Aug2015-Aug2016)
Business Development Executive (SAP Sales & IT Sales)

- Worked as a business development executive for Fujitsu on the product SAP which is a world leading software corporation that makes enterprise software to manage business operations and customer relations.
- Researching organizations and individuals online to identify new leads and potential new markets
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Keeping in touch with the pre-sales and technical team for understanding the need of the customer and delivering the best solution.
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events.
- Showcasing Fujitsu and Microsoft in various Technological fests for promotion of new products and services.

Ekspe Software Services LLP, Indore (Aug2014-May2015)
Trainee Software Developer, Java Software Developer

- Translate application storyboards and use cases into functional applications.
- Design, build, and maintain efficient, reusable, and reliable Java code.
- Ensure the best possible performance, quality, and responsiveness of the applications.
- Identify bottlenecks and bugs, and devise solutions to these problems.
- Help maintain code quality, organization, and automatization.

Educational Qualification:

B.E (Information Technology) from Malwa Institute of Technology, RGPV University.
Aggregate CGPA: - 6.50

- **12th** from Silver Bells H.S. School(**M.P. Board**) with **67.8%**
- **10th** from Pushpa S.S. School(**CBSE Board**) with **52.2%**
- **DCA (Diploma in Computer Application)** from ITRC (Information Technology Resource Center) Indore with “**A**” grade.

Project Description:

Packet Sniffer (Major Project) -

This tool helps an individual to know which Packets are traveling over network from their own computer and can also capture, store them for further checking of Intruders.

Team size	- 3
Platform/Language	- Java ,HTML
Submission	- Final Year

Online Examination Portal -

This portal helps an individual to test his or her abilities in many categories of his choice by selecting a desired topic and start the exam.

Team size	- 3
Platform/Language	- HTML, My SQL, CSS
Submission	- Minor Project

Extra-Curricular Activities:

- Secured 1st prize in dance competition in high school.
- Secured 1st position in Inter College English Skit Competition.
- Secured 2nd position in online Linux and PHP workshop conducted by IIT Bangalore in our college.

Workshops Attended and Certificates:

- Workshop on Ethical Hacking at Tvesa Software Technology Pvt. Ltd.
- Attended 3 Days Workshop Conducted by Cyber Tech Global Learning Solutions.
- Certificate of Core Java Programming from Universal Informatics.
- Scored 100% Certificate on exam conducted by the EMC academics associated on Cloud Infrastructure and Services.
- Attended Leadership Training Programme Organized by Archdiocese Bhopal.
- Attended many workshops on linux and PHP.
- Attended IBM Systems Hardware Bootcamp (Roadshow) organized by IBM.

Personal Profile:

Father's Name	:	Mr. Trilok Jain
Strengths	:	Sincere and hardworking.
Hobbies	:	Traveling,
Date of Birth	:	17 th May 1993.
Language Known	:	English & Hindi.

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place:
Date:

Chirag Jain