Prerak Bhatia
Male, 25

Academic Record

PGDM	2016-18	Indian Institute of Management, Ranchi	Marketing and Strategy
B.E. (E.C.E.)	2014	Netaji Subhas Institute of Technology, Delhi University	7.49/10
Class XII	2010	Delhi Public School, Dwarka	88.4%
Class X	2008	Delhi Public School, Dwarka	87.0%

Achievements	▪ Scholar Badge, Blazer for Exemplary Academic performance for **7 Consecutive Years** ▪ Secured an All India Rank of **6830** in IIT-JEE and **8119** in AIEEE ▪ Secured **29th** rank in National Math Olympiad , Delhi ▪ Secured **63rd** rank in National Mathematics Olympiad - Senior level, Delhi ▪ **Merit Scholarship** at NSIT during Freshman year for excellence in academics ▪ **Top 1 percentile** in Quantitative Ability section in CAT 2015
Certification	▪ Google Adwords Fundamentals, Search and Display Advertising Certified ▪ Hubspot Inbound Marketing Strategy Certified

Summer Internship (2 Months)

Capgemini, Bangalore	*Sales Strategy*	*Apr'17 – May'17*

Description	▪ Create sales strategy to grow **key strategic accounts** within Continental Europe ▪ Analyze sales related numbers/results to generate **analytics and actionable insights**
Learning	▪ Working with the various units to drive **cross-functional sales initiatives** ▪ Driving execution plans with the Account Team to ensure **revenue and margin growth** ▪ Focus on **3 year sales plans**, Opportunity shaping and **Go To Market Strategies**

Work Experience (23 Months)

Amadeus Labs, Bangalore	*Software Engineer – Product Dev*	*Dec'14 – Jun'16*

TPF Decommissioning, Itinerary Backend Development

Responsibilities	▪ Delivered 2 successful **product launches** in both **agile and waterfall** methodologies for **Lufthansa, Air France, Flight Centre** and others ▪ Extensive experience in **SDLC** for planning, creating, testing and deploying IT solutions ▪ Co-ordination with stakeholders for designing **Business Needs** for new products ▪ **Mentored** and provided product knowledge transfer to the new joiners in the team
Achievements	▪ Successfully decommissioned **3 major revenue generating** products to open backend ▪ Received **Client Appreciation** on multiple occasions for delivering high quality service ▪ **Employee of the quarter** award for exceptional performance at Amadeus Labs
Initiatives	▪ Implemented **PCI-DSS security checks** for protection of debit and credit card details for **VISA, MasterCard, Worldpay** and other banking transactions ▪ Transition to **NoSQL** databases like MongoDB and Cassandra

Aspiring Minds, Gurgaon	*Software Engineer*	*Jun'14- Dec'14*

AMCAT(4-member team)

Achievements	▪ Developed **real-time monitoring and invigilation** feature which reduced the dependence on physical infrastructure and made the assessment fool-proof ▪ Developed a powerful algorithm which detects time complexity correctly **95%** of the times, based on **120+ rules** and automatically calculates the score on a **4-point scale**

Positions of Responsibility

▪ Executive Member, Corporate Relations and Placement Cell, IIM Ranchi
▪ Senior Coordinator, Event Management Team **MOKSHA, NSIT** - The annual inter- college national level cultural festival - Worked in a team of 7 and successfully organized over 80 events

Extra-Curricular Achievements

▪ **Captain of Basket Ball Team** – Led the team at Zonal Level – DPS Dwarka
▪ 2nd Runners up in Basket Ball at Ignatia-16 - Eastern **Inter-IIM Sports Fest**

Others

▪ Technology Enthusiast - Reading Technical News, specially about the new start-ups and emerging technologies
▪ Proficient in analytical tools like R, SPSS, SPSS Modeller (Clementine) and Minitab

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