**Nagaraja.W**

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### Personal Summary

An experienced and highly-motivated Manager who has worked on a wide range of projects within the Private Sectors. An accomplished and fluent communicator with strong investigation, Content development, analysis, Project handling and decision-making skills.

### Professional Experience

* Working as Business Development Manager at Rays Manpower Services Pvt Ltd, India, March ’12 – Till date
* Associate Vice President - Love & Buy Domains, Cloud Web Hosting & Development Services (<http://lnbuy.biz>)
* Worked as Business Development Executive, at Cogzidel Technologies P Ltd, Madurai, India, December '09 – March ‘12
* Worked as Manager / Service Provisioning at Pearl Comm, Franchise of Airtel Private Ltd, October ’04 - November ‘09
* Worked as Technical assistant at Central Medical Center, United Kingdom, March‘04 - July ‘04
* Worked as Junior Test Engineer at Integrated Solution & Service, July ‘01 - August ‘02

### Education

* Msc Electronic Engineering, Cardiff University, United Kingdom (2003)
* B.E - Electronics & Communication Engineering, Sethu Institute of Technology - 73%

**Key Skills**

Simulation Software : HP Advanced Design System (ADS)

Management Tools : Word, Excel, Power Point, Open Office Package

Operating Systems : Windows 2000/98/95/NT, Win Vista

Testing Tool : Winrunner 7.0, Test Tracker (In-built tool)

Other Technologies : CMS (Wordpress, Dolphin, Joomla, Social Engine, Magento)

**Areas of Expertise:**

* Development of Articles, Blogs, hub page content
* Market Research
* Bid, Business Management
* Presentations
* Strategic Planning and closing fruitful deals with Clients
* Sales
* Contract Negotiation
* Product Launches
* Event Planning

**Key Responsibilities:**

* Involved in drafting Technical Articles, Technical Blogs, Hub page contents, Press Releases, maintaining Portfolio of the Company and much more
* Implemented the pre-determined strategies and exploited the potential in the market
* Personally adopted "Close to customer" approach and provided high service level to the customers
* Aggressively generated campaign offer mails at regular intervals resulting in business growth
* Managing the work from initial request through estimation, approval, requirements, build and implementation
* Providing a link between the company, and the customer
* Closely monitored competition activities, new product opportunities and provided feed back to the General manager
* Managed new product launches and product Presentations
* Negotiated contracts
* Conducted and analyzed market research in Domain registration, Cloud Web Hosting services

**Dissertation**

**Development of dynamic bias network**

Tool : Hp Advanced Design system (ADS)

Packages : IGOR, MATLAB, Office 2k

Duration : 9 Months (Feb '03 – Sep '03)

**Dissertation Description**: Modern amplifiers require the adjustment of their bias with varying drive signal to improve their performance. The aim of the thesis was to design a bias circuitry, which performs the adjustment of the bias for rapidly varying signals. The project involved the design and realization of the biasing network based on operational amplifiers allowing the adjustment of the bias at a frequency of 400 KHz.

**Case Study**

**Future Trends of Smart Cards**

A case study was carried out on “Future trends of Smart cards” which analyzed the features of smarts cards and their future role in the cutting edge technology.

**References**

Available on Request

Yours truly,

**W. Nagaraja**