

SIDDHARTH RAO

A highly-motivated employee with a desire to take on new challenges. Strong worth ethic, adaptability, and exceptional interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills.

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EXPERIENCE:

Kanvista Drugs PVT LTD, Hosangabad - Medicine Representer

Jul 2021 – Nov 2021.

Roles & Responsibilities:

- Developed relationships with customers and presented promotions that increased shelf space, sales, and profit.
- Generated sales by prospecting leads, cold calling, and negotiating advantageous deals.
- Responded promptly to customer calls and emails regarding product issues and complaints.
- Listened to customer needs to identify and recommend the best products and services.
- Boosted sales by executing the complete sales cycle process from prospecting leads through contract negotiations and close.
- Assisted customers during the selection process and helped them choose the perfect products to meet individual needs.
- Met with store managers to discuss product needs, accomplish sales goals, and facilitate sales growth.

N/10, 10th SAF Battalion
Makronia, Sagar - 470004
Madhya Pradesh.

SKILLS:

- **Soft Skills:** Decision-making, Responsibility, Communication Skills, Problem-Solving, Active listening.
- **Computer languages:** Java, CSS, HTML, JavaScript
- **Software Packages:** React.
- **Additional Courses Taken:** Data Structure & Algorithms
- **Tools:** VS Code, IntelliJ-idea, MS Office, Analytical tools.

STRENGTH: Hardworking, Punctuality, Good, and Quick learner.

LANGUAGES: English, Hindi.

Internship and Certifications:

Newton School | Newton School Coding Bootcamp

December 2021 – November 2022

- Full Stack Web Development with problem-solving.
- Technical Stack Learn: HTML, CSS, JS, JAVA, React, and Bootstrap.
- Participated in various contests organized by the platform.

EDUCATION QUALIFICATION:

M.B.A (Hospital and healthcare management)

Aug 2019 – Jun 2021

Rai University Ahmedabad, Gujrat.

Bachelor of Pharmacy

Aug 2015 – Jul 2019

Vedic Institute of Pharmaceutics, Sagar, M.P.

PROJECTS:

Employee Management System ([link](#))

November 2022 - November 2022

- **Features:** Interactive UI, Create, Delete, and Update options.
- **Tech Stack:** React, Primitive UI, SweetAlert2.
- **Contribution:** Build this project for using CRUD operations, with help of YouTube videos, and taking help with Stack Overflow and Documentation.

Netflix Clone ([link](#))

November 2022 - November 2022

- **Features:** Interactive UI, Responsive, Login, Sign up, Homepage, Add and Remove Movies from favorite.
- **Tech Stack:** React, Redux Toolkit, Styled Component, Firebase, Express, MongoDB.
- **Contribution:** This project is made by me taking different references, with help of YouTube videos, and taking help with Stack Overflow and Documentation

Expense Tracker ([link](#))

August 2022 - August 2022

- **Features:** Interactive UI, Used React Components: useContext, useReducer, Track Budgets, Expenses.
- **Tech Stack:** Bootstrap, React.
- **Contribution:** This project is made by me taking different references, also with help of Instructor sessions.

Music Player ([link](#))

July 2022 - July 2022

- **Features:** Simple music player with next prev, pause and play buttons.
- **Tech Stack:** React.
- **Contribution:** This Project is made by me with help of other Sources and Articles, and with help of some YouTube videos.

Parallax Webpage ([link](#))

June 2022 - June 2022

- **Features:** Interactive UI, Parallax Website, On Scroll Image, and Text Changes & Responsive.
- **Tech Stack:** HTML, CSS.
- **Contribution:** This Project is made by me with help of other Sources and Articles, and with help of some YouTube videos.

CO-CURRICULAR ACTIVITIES:

- Participated in various activities organized by Rai University.
- Participated in various coding competitions organized by different platforms: Geeksforgeeks and Newton School.
- Certificate for Completion of Python Programming & DSA (Edusera): 2023.
- Certificate for Completion of Web Development Fundamentals (MaxoTag Technology (OPC) Pvt Ltd): 2023.
- Certificate for Completion of JavaScript (Solo Learn): 2022.
- Certificate for Completion of JAVA (Solo Learn): 2022.
- Certificate for Completion of C for Beginners(Great Learning): 2021.
- Certificate for Completion of Programming Basics(Great Learning): 2021.

DECLARATION: I hereby declare that the above-written particulars are true to the best of my knowledge and belief.

SIDDHARTH RAO