

VISWA TEJA MEKALA

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PROJECTS

Result Management System

Self-Learning Project

October 2022

- Developed a fully functional regular, responsive java application.
- Application has the functionality to register and update student personal information.
- Technology used for the application are Java GUI tools and for Database MySQL.

Brick Breaker Game

Self-Learning Project

October 2022

- Developed a single player game in which the user controls a pad to move a ball in a particular direction to break bricks.
- Technology used for the application are Java GUI tools. Further multiplayer functionality and various levels within the game are excluded as it is beyond the scope of the project.

Basic Calculator

Minor Project

September 2022

- Developed a basic calculator that has the functionality to add, subtract, multiply and divide.
- Used Java GUI tools to build the application.

EXPERIENCE

InkCart - Melbourne, Australia

Sales Manager

March 2019 – May 2021

- Improved profitability and sales revenue by 50% in 6 months by implementing strategic product bundling and loyalty programs.
- Trained and mentored 25 sales associates across various suburbs in Melbourne and monitored sales progress by overseeing daily sales and inventory reports.
- Improved customer service by reducing the response time to an average of 1 hour by categorising and prioritising customer queries based on the factors like delivery updates, stock inquiries and invoicing.

BYJU's - Bangalore, India

Business Development Associate

July 2017 – October 2017

- Achieved an average lead conversion of 30% by implementing a consultative sales approach by assisting students and parents with Byju's offerings.

EDUCATION

Master of Business - Project Management

Monash University - Melbourne

Feb 2018 – Feb 2020 GPA: 2.04

Bachelor of Technology - Mechanical Engineering

CVSR College of Engineering

2013- April 2017 78%

Class XII

Sree Ramachandra Jr. College

March 2013 CGPA: 9.5

SKILLS

Java Git Trello Microsoft Project
MySQL Microsoft and Google Suite

COURSEWORK

- Data Structures and Algorithms
- Object- Oriented Programming
- Project Management
- Business Finance
- Engineering Mathematics I & II
- Project Finance

POSITION OF RESPONSIBILITY

- Placement Coordinator - Collaborated with student and the placement team to provide equal opportunities to all the students.
- Even Coordinator at Monash University - Volunteered with Monash Student Association and MSA SURLY 2018. Provided students with guidance during the weeks of exams across Caulfield and Clayton Campuses.

ACHIEVEMENTS

- Best employee for two consecutive years at InkCart.
- Cleared JEE Mains and qualified for Indian Institute of Space Science and Technology based on JEE Advanced Score.