**KEDAR KANADE**

**Email :** kedar.kanade84@gmail[*.com*](mailto:tiwari_sunny@ymail.com)

**Mobile:** *+91-7738471914 / 022-28523206*

Positive attitude towards problem, Full dedication to work assigned to me, good logical Knowledge required in programming, good will power, willingness to learn new things and deal with different people.

**EDUCATION:**

* **B.COM Passed**

*Maharashtra Board*

* **B.E Information Technology *(60%)***

*Advanced Institute Of Engineering & Management (Rajasthan University)]*

**SOFTWARE PROFICIENCY:**

Languages : C, C++, SQL Server (2008)

Database : MS SQL Server, C#

Operating Systems : Dos, Windows XP, Vista, Windows7, Windows 8, Windows Server family (2k8/2k12).

**ACHIEVEMENTS:**

* Team member of the intra-college volley ball winner team.
* Stood first in whole school in inter school level talent search examination.

**PERSONAL SKILLS:**

Good communication skills, good convincing power, hard working, comprehensive problem solving abilities willingness to learn new things.

* **EXPERIENCE:**

* **Working with Rentomojo as Relationship Manager in Year(2018) and handling logistic and delivery team.**
* **Worked with Airtel as a Corporate Relationship manager JOB ROLL- sales,service,collection into MPLS,PTP,IPLS,UPGRADETION OF SERVICES into LEASED LINE PRODUCT (From Mar’2016 To FEB’2017)**

1)Handle 80 corporate accounts and manage compete life cycle for the portfolio of ( ll,ill,mpls,PRI,PTP).

2)Maintain complete sanitation and heath check of account focusing on issue resolution, follow-ups and looking for upsell/cross sell opportunities.

3)Manage the complete billing and ensure collections happen.

4)Ensure increase in customer loyalty by delivering proper service and support.

5)Able to develops positive work relationships with colleagues/other functional teams. To manage third party relationships with world wide telecom carriers.

6)Ability to maintain excellent relationship with carriers. To purchase the rates from the carriers and further sell it to the clients/ partners.

7)Sales Target Achievement ( Lead Conversion, Cross Sell).

8)Productivity - Allocation to conversion ratio.

9)Churn.

10)Ensure higher numbers of retention after voluntary as well as involuntary disconnection.

* **Worked with Tiny Owl as a Team Lead MIS and MSSQL 2008 DB. Managed team of five engineers 24x7 (2014 to 2015)**

1)We have team of five people where our duty is to get data and prepare MIS reports.

2)We also manage call flow of customer when they place order to our respective team

3)Responsible for managing customer data base MIS handling

4)Monitor support team and to effectively manage the delivery process and provide support within assigned TAT.

* **Worked with Airtel as a network engineer Dec 2013-14. (channel partner)**

1)Responsibility to handle large corporate accounts in south mumbai

2)Check on field network issues related with booster connectivity.

3)Resolve at back end billing issues which came across with service interruption

4)Coordinate on field with technical staff with correct information to senior management and the company

5)Installation & Troubleshooting of Internet as Well as Voice Connections. Installation of Wireless Devices and Antennas. Antenna Positioning and fine Tuning. Periodic Maintenance of Wireless Network. Assist in the Configuration Process. Assist Network

6) Handle Field Installation Trouble Shooting and Diagnostic for Networking, Installation of Switches, Routers and Mics Ip Devices.

* **Worked with Air India as a Ground Staff (Cargo Handling) under surveillance on contract basis Aug 2012 – Oct 2013.**

1)Worked-done booking of cargo commodities

2)Security check when during aircraft offload and upload goods, backup data entry invoices in the system

3)Working on the ramp with the aircraft engineers to keep record of maintenance.

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* **Worked with Singapore airlines as CSA at Chatrapati Shivaji International airport**

**as in IT SECURITY and MONITRING CARGO AS WELL AS PASSANGERS for 2 years.**

1)Check with customs officer and providing them passenger details

2)Handling ticket counter of business class and doing ticketing

3)Handling baggage area to monitor proper upload & offload baggage done

4)Working on ramp area with aircraft engineer and provide details of aircraft to captain

5)Worked with security on video visual of passengers on security check and backup data in server

**ACADAMIC PROJECT WORK:**

* **PROJECT # 1 (B.E Project) (Team Work)**

**Duration :** 1 yrs.

**Title :**  Software for Training and Placement Office for College.

**Front End :** C#

**Back End :** SQL Server 2005 Express Edition.

**Description:-**This project is aimed at developing an online and windows application for the Training and Placement Department of the college .Windows application will run offline inside the college where TPO officer can perform all the activities. The architecture of this system is client server based. Student logging should be able to upload their information in the form of CV’s .TPO representative logging in windows application can access or search any information stored in database according to their area of interest. The online application may also provide daily updates for the student about the training and placement activities (workshops, seminars etc) going on in college. According to the company’s area of interest the particular student who is satisfying their criteria will be informed via SMS or E-mail by administrator from windows application. Thus this project is being developed for the TPO of the college to manage the student information with regards to placement which will reduce the workload of training and placement officer.

**PERSONAL PROFILE:**

**Name**  : KEDAR KANADE

**Date of Birth** : 18-12-1984

**Permanent Address** : A\2 Jai Hind Housing Society

A.G Link road,

Mohilli Village Sakinaka,

Mumbai 400072

**Linguistic Abilities**  : English, Hindi, Marathi

**Nationality** : Indian

**Hobbies**   : Music, Reading, Playing Chess.

**DECLARATION**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Kedar Kanade**