VISHNU KUMAR U 

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# CAREER OBJECTIVE

Seeking a responsible job with an opportunity for professional challenge and utilize my skills in the best possible way for achieving the company goals

# EDUCATIONAL QUALIFICATION

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| --- | --- | --- | --- | --- |
| **COURSE** | **INSTITUTION** | **BOARD / UNIVERSITY** | **YEAR OF PASSING** | **CGPA/ PERCENTAGE** |
| B.E  (Electronic and communication Engineering) | KGiSL institute of technology | Anna  University, Chennai | 2018 | 65% |
| HSC | Vidhya Parthi Higher Secondary School | State Board | 2014 | 84% |
| SSLC | Vidhya Parthi Higher Secondary School | State Board | 2012 | 86% |

**EXPERIENCE**

PRAMA Hikvision India Pvt ltd - Chennai

Business Development executive | Jun 2018 - Jul 2020

* Searching Channel partners via browsing.
* Calling them and getting documents for registration.
* Product pitching based on their requirements as well as competition quote.
* Cold calling. Generating funnel from partners.
* Following & Closing the leads stage.
* Sharing the DCR ,DSR reports each day.

V5 Global service- Chennai

Account Manager | Dec 2020- May 2021

* Handling Premium Accounts
* Solving issues
* Account analyzing
* Product pitching
* Creating Funnel
* Competitor analysis

Aditya Infotech India pvt ltd-Coimbatore

Sales Executive | Aug 2021- July 2022

* Eliminated downtime and maximized revenue by providing top projects.
* Worked Flexible hours; nights, weekend and Holiday shifts.
* Worked closely with clients to maintain optimum level of communication .
* Complete Projects on time, Increasing customer satisfaction by resolving issues.

**SKILL SET**

* Hardware /platforms : OS,Windows
* Programming Language :JAVA Basics
* Documentation Tools :MS office,MS Excel
* Testing methodologies :Agile & waterfall
* Learning Selenium and locator types.
* Hands-on experience in JIRA tool.

**MANUAL TESTING**

* Proficiency in software testing
* Good knowledge about SDLC/STLC
* Knowledge in Test Plan, Test case template, traceability matric
* Knowledge on agile and waterfall methodology

**VOLUNTEERING**

Leadership :

Served as a captain for school Cricket team. Served as the team lead for a village cleaning program(NSS).

Social Skills:

Always ready for a conversation with a nearby stranger, Self motivated , Team player.

Place: Dindigul

Date : 28/07/2022 (VISHNUKUMAR U)