

Akella Viswaja

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Objective:

Seeking a Business Development Associate position in an environment where I can utilize my experience and my knowledge to add value to an organization, I am ready to contribute to the success of the organization. Looking forward to working with a well settled and highly professional organization, where I get an opportunity to explore and execute my skills and grab good career advancement through large efforts and innovative work techniques.

ACADEMIC QUALIFICATIONS:

- **B Tech in Computer Science & Engineering** from **Sphoorthy Engineering College** affiliated to JNTU, Hyderabad (2023).
- Intermediate **MPC** from **Gouthami Jr. College** (2019).
- **S.S.C.** from **S.S High school**, (2017).

Technical skills:

Operating Systems	: Windows, IOS
Packages	: MS Office

Skills:

Communication, Team Player, Computer Programming, Problem Solving, Adaptability

Programming Languages:

- Java
- C
- Python
- MS Suite

Certifications:

- Certified in Java Programming from CodeTantra. (04/2022)
- Certified in hybrid linguistic and knowledge-based analysis for fake news detection in social media, published by the International Journal of Analytical and Experimental Modal Analysis.
- The Complete 2022 Software Testing Bootcamp from Udemy (03/2022 - 03/2022)
- AWS Academy Graduate - AWS Academy Cloud Foundations (03/2021 - 03/2021)

Publications:

- A hybrid linguistic and knowledge-based analysis approach for fake news detention in social media (06/2023 - 06/2024)
- Published by: Akella Viswaja, Rangaraju Varsha and Gorantla Jahnavi assisted by Asst. Prof Ms. Roqia Tabassum.

Projects:

- A hybrid linguistic and knowledge-based analysis approach for fake news detection in social media (01/2023 - 06/2023) In this Project, an attempt is made for the binary classification of the news items as FAKE or REAL by using Sklearn's Passive Aggressive Classifier.
- Credit Card fraud detection (08/2022 - 01/2023) Objective of this project is to predict the fraud and fraud less transactions with respect to time and amount using Machine Learning Algorithms.

Professional Summary:

- Results-driven Business Development Executive with expertise in client acquisition and project management.
- Skilled in understanding client needs and securing new projects and requirements.
- Proficient in allocating resources and tasks to dedicated teams for efficient execution.
- Experienced in conducting BANT (Budget, Authority, Need, and Timeline) analysis to qualify leads.
- Strong ability to build and maintain long-term client relationships.
- Focused on driving business growth through tailored solutions and strategic partnerships.

PROFESSIONAL EXPERIENCE:**Company Name: Stratsol Software Systems, Hyderabad****March 2024- Now****Designation: Business Development Executive****Responsibilities:**

- Spearheaded client acquisition efforts, successfully establishing and maintaining business relationships.
- Managed vendor relationships, ensuring seamless communication and contract compliance.
- Negotiated and executed agreements with clients, vendors, and partners.
- Actively engaged with clients to gather and understand their current staffing and project requirements.

Company Name: Insoursys, Hyderabad**Nov 2023- March 2024****Designation: SAP Talent Acquisition Executive****Responsibilities:**

- Managed full-cycle recruitment: sourcing, screening, negotiating, and providing feedback to candidates.
- Utilized portals like Career Builder, Zip Recruiter, Monster, indeed, LinkedIn, and internal databases.
- Screened resumes based on client requirements and ensured quality profile submissions.
- Specialized in IT recruitment and interview scheduling.
- Maintained relationships with candidates throughout the hiring process.
- Acquired new clients, handled vendor management, and ensured contract compliance.

Company Name: BroadRange Tech, Hyderabad
Designation: Business Development Associate

Mar 2023 – Sep 2023

Responsibilities

- Worked directly with Tier-1 vendors and implementation partners in the USA to meet client requirements.
- Developed and maintained relationships with vendors to place H1B/bench candidates quickly.
- Marketed consultants by posting resumes on job boards and suggested profile modifications.
- Negotiated rates, billing terms, and resolved legal issues related to NCA, NDA, and MSA with vendors.
- Managed post-interview follow-ups, including feedback, POs, joining, and MSA coordination.
- Ensured smooth onboarding by coordinating with consultants and clients.
- Acquired new clients, handled vendor management, and executed agreements.

Company Name: Inmovidu Tech, -Bangalore
Designation: Business Development

Nov 2022- Mar2023

Responsibilities

- Facilitated connections between industry, academia, and Microsoft licensing across India.
- Enhanced customer onboarding and support processes.
- Conducted User Acceptance Testing (UAT) and Quality Assurance (QA).
- Implemented data-driven decision-making.
- Acquired clients, managed vendor relationships, and negotiated agreements.

Languages:

- English
- Hindi
- Telugu

DECLARATION: I hereby declare that the above information and particulars are true and correct to the best of my knowledge.