YUVA PHALLE

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Open B Permit

Versatile and results-driven professional with a Master's degree in Information Security and over three years of experience in software development, cybersecurity and technical sales. I love solving problems, engaging with clients, and creating innovative solutions. I'm always excited to bring my diverse skills to a dynamic and growth-oriented team

EXPERIENCE

Cyber Security Technical Sales Consultant
Hacking-Lab AG

📅 Sep 2023 - Present 📍 Zurich, CH

- **Responsibilities**:
  - Conducted client consultations to understand and address cybersecurity needs, including cloud solutions with Azure
  - Customized solutions and developed sales strategies.
  - Built and maintained strong client relationships, providing exceptional customer support.
  - Delivered detailed product knowledge and engaging sales presentations.
  - Conducted market research to identify new opportunities and trends, enhancing company offerings.
  - Negotiation

Lead Hacking-Lab Challenge Developer
Hacking-Lab AG / Compass Security AG

📅 Aug 2022 - Present 📍 Zurich, CH

- **Challenge Development**: Conception, development and integration of new cyber security challenges.
- **Testing**: Quality control of own, existing and third-party security challenges.
- Implementation of remote or on-site capture-the-flag events and cyber security training.
- Sales and project management.
- Support Hacking-Lab users via Discord, Chat, Mail or Jira.
- Recording videos of walkthroughs and hacking tutorials.

Master's Startup Thesis
Schaffhausen Institute of Technology / Constructor Group

📅 November 2021 – May 2022 📍 Schaffhausen, CH

- **Title**: SpotLot - Car Parking Sharing Solution
- **Description**: Developed a comprehensive car parking sharing solution as part of the Master's startup thesis. The solution, named SpotLot, addresses parking challenges through an innovative sharing solution.
- **Key Contributions**:
  - Designed and implemented a user-friendly platform for efficient parking space sharing.
  - Conducted market research and identified opportunities for parking solutions.

LIFE PHILOSOPHY

"Make improvements, not excuses. Seek respect, not attention."

SKILLS

Languages and Frameworks:

`Python` `JS` `JAVA` `PHP` `Flask` `Django` `React` `React Native` `Next.js` `Tailwind`

Technologies:

`Drupal` `Heroku` `Android Studio` `Arduino` `Jira` `CRM` `Autopsy` `Azure` `Azure Virtual Machines` `PuTTY` `SQLServer` `*nix` `Docker` `Gitlab` `Github`

Soft Skills:

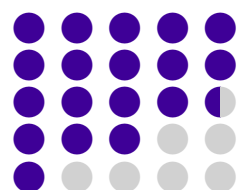`Relationship Building` `Leadership` `Mentoring` `Customer Support` `Negotiation` `Client Consultation` `Solution Customization` `Sales Strategy Development` `Market Research`

LANGUAGES

Marathi ●●●●●
Hindi ●●●●●
English ●●●●○
Russian ●●●○○
German ●●○○○

Teaching Assistant
Schaffhausen Institute of Technology / Constructor Group

📅 Sept 2021 – Feb 2022   📍 Schaffhausen, CH

- **Cyber Protection**: TA for Cyber Protection coursework covering Cryptography, Android Security, Fuzzing, Access Control.

Full Stack
Capstone Project

📅 Sept 2020 – Jan 2022   📍 Schaffhausen, CH

- **EasyPeasy**: Developed and managed food recipe platform. Using Django, PostgreSQL, React, Miro, Slack.

Master's Thesis
ITMO University

📅 Jan 2019 – May 2020   📍 Saint Petersburg, RU

- Development of the protected ecosystem of the national identity of citizens of India.

Bachelor's Thesis
Symbiosis International University

📅 June 2017 – March 2018   📍 Pune, IN

- **AdmaMater**: Developed a rural area remote admission app on android. Using Java, Firebase :
  - ⚙ github.com/yuvaphalle/AdmaMater

MOST PROUD OF

🏆 **Google Bug Bounty**
Found moderate level bug in Android

🏆 **Hackathon**
Secured first price in START HACK EU - 2022

🏅 **Zonal Level Athletics**
Sprint 100/200 meters, 4x100m Relay, long jump, triple jump

🏅 **University Level**
Cricket (Symbiosis University)

REFEREES

Prof. Manuel Oriol
@ Schaffhausen Institute of Technology
✉ mo@constructor.org

Prof. Alessandra Gorla
@ IMDEA Software Institute
✉ alessandra.gorla@imdea.org

Prof. Sergey Arustamov
@ ITMO University
✉ sergey.arustamov@gmail.com

EDUCATION

M.S. in Computer Science and Software Engineering
Schaffhausen Institute of Technology

📅 Sept 2020 – July 2022

M.S. in Information Security
Saint Petersburg National Research University ITMO

📅 Aug. 2018 – July 2020

(Erasmus) M.S. in Information Security
Tallinn University of Technology

📅 Aug. 2019 – Jan 2020

B.S. in Computer Application
Symbiosis Institute of Computer Studies and Research

📅 July. 2015 – July 2018