

YUVA PHALLE

@ yuva.phalle@gmail.com github.com/yuvapahlle
📍 Zurich, Switzerland @lamtheyuva yuvaphalle
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:

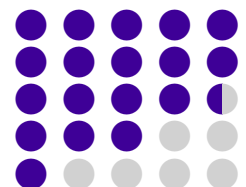
Drupal Heroku Android Studio
Arduino Jira CRM Autopsy
Azure Azure Virtual Machines
PuTTY SQLServer *nix Docker
Gitlab Github

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