

# YUVA PHALLE

+41 0762449813 ◇ Zurich, Switzerland ◇ Open B Permit

[yuvaphalle.work@gmail.com](mailto:yuvaphalle.work@gmail.com) ◇ [linkedin.com/in/yuvaphalle](https://linkedin.com/in/yuvaphalle) ◇ [github.com/yuvapahlle](https://github.com/yuvapahlle) ◇ [Portfolio](#)

## OBJECTIVE

---

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.

## SKILLS

---

- **Languages:** Python, JavaScript, Java, PHP
- **Frameworks:** 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

## EXPERIENCE

---

### Cyber Security Technical Sales Consultant

Hacking-Lab AG

Sep 2023 - Present

*Zurich, CH*

- 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.

### Lead Hacking-Lab Challenge Developer

Hacking-Lab AG / Compass Security AG

Aug 2022 - Present

*Zurich, CH*

- Developed and integrated new cybersecurity challenges for the platform.
- Performed quality control on existing and third-party security challenges, ensuring high standards.
- Implemented remote and on-site capture-the-flag events and cybersecurity training, boosting client training satisfaction.
- Managed sales and projects, providing support to Hacking-Lab users via Discord, Chat, Mail, or Jira.
- Created walkthrough videos and hacking tutorials, enhancing user learning experience.

### Teaching Assistant

Schaffhausen Institute of Technology / Constructor Group

Sept 2021 – Feb 2022

*Schaffhausen, CH*

- Assisted in Cyber Protection coursework covering Cryptography, Android Security, Fuzzing, and Access Control.

### Full Stack Developer - Capstone Project

Schaffhausen Institute of Technology

Sept 2020 – Jan 2022

*Schaffhausen, CH*

- Developed and managed the EasyPeasy food recipe platform using Django, PostgreSQL, React, Miro, and Slack.

### Master's Thesis

ITMO University

Jan 2019 – May 2020

*Saint Petersburg, RU*

- Developed a protected ecosystem for the national identity of Indian citizens.

## Bachelor's Thesis

Symbiosis International University

June 2017 – March 2018

*Pune, IN*

- Developed AdmaMater, a rural area remote admission app on Android using Java and Firebase.

## 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

**M.S. in Information Security (Erasmus)**, Tallinn University of Technology Aug. 2019 – Jan 2020

**B.S. in Computer Application**, Symbiosis Institute of Computer Studies and Research July. 2015 – July 2018

## PROJECTS

---

**SpotLot - Car Parking Sharing Solution.** Developed a comprehensive car parking sharing solution as part of the Master's startup thesis. Designed and implemented a user-friendly platform, conducted market research, and identified opportunities for parking solutions.

**EasyPeasy.** Developed and managed a food recipe platform using Django, PostgreSQL, React, Miro, and Slack. The project involved building a user-friendly interface and backend system.

**AdmaMater.** Developed a rural area remote admission app on Android using Java and Firebase. This project was part of the Bachelor's thesis and aimed to streamline the admission process in rural areas.

## MOST PROUD OF

---

- Found a moderate-level bug in Android as part of the Google Bug Bounty program.
- Secured first prize in START HACK EU - 2022.
- Zonal Level Athletics: Sprint 100/200 meters, 4x100m Relay, long jump, triple jump.
- University Level Cricket (Symbiosis University).

## LANGUAGES

---

|                |              |
|----------------|--------------|
| <b>Marathi</b> | <b>5/5</b>   |
| <b>Hindi</b>   | <b>5/5</b>   |
| <b>English</b> | <b>4.5/5</b> |
| <b>Russian</b> | <b>2.5/5</b> |
| <b>German</b>  | <b>1/5</b>   |

## REFEREES

---

- Prof. Manuel Oriol, Schaffhausen Institute of Technology, [mo@constructor.org](mailto:mo@constructor.org)
- Prof. Alessandra Gorla, IMDEA Software Institute, [alessandra.gorla@imdea.org](mailto:alessandra.gorla@imdea.org)
- Prof. Sergey Arustamov, ITMO University, [sergey.arustamov@gmail.com](mailto:sergey.arustamov@gmail.com)