YUVA PHALLE

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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.

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

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   Sep 2023 - Present
Hacking-Lab AG   *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   Aug 2022 - Present
Hacking-Lab AG / Compass Security AG   *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   Sept 2021 – Feb 2022
Schaffhausen Institute of Technology / Constructor Group   *Schaffhausen, CH*

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

Full Stack Developer - Capstone Project   Sept 2020 – Jan 2022
Schaffhausen Institute of Technology   *Schaffhausen, CH*

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

Master's Thesis   Jan 2019 – May 2020
ITMO University   *Saint Petersburg, RU*

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

Bachelor's Thesis   June 2017 – March 2018
Symbiosis International University   *Pune, IN*

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

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

Marathi	**5/5**
Hindi	**5/5**
English	**4.5/5**
Russian	**2.5/5**
German	**1/5**

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