

**Potti Shyam Babu**  
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**Objective:**

With 2 Years experience, Seeking opportunities to utilize skills and abilities acquired, while being innovative, resilient and flexible, in addition to strong work ethic and solutions oriented. Good communication skills and ability to take challenges.

Good Leadership qualities, hard working and Team Work.

Adaptability to any situation and learning capability.

Working for results with a good plan and timely execution

**Education:**

**Masters** in Computer Engineering **2018** From KENT STATE UNIVERSITY, Ohio, United States.

**B.Tech (CSE) 2015** From CMR Institute Of Technology And Science affiliated by Jawaharlal Nehru Technological University, Hyderabad, India.

**Intermediate 2011** with from Board of Intermediate, Sri Chaitanya Hyderabad, India.

**SSC 2009** with from Board of Secondary Education, Bhashyam, Hyderabad, India.

**Technical Expertise:**

<b>Packages</b>	: Microsoft Office XP-Word,Excel,Access;
<b>Programming Languages</b>	: C, C++,Java;
<b>Databases</b>	: Db2, SQL Server;
<b>Operating Systems</b>	: Windows NT/2000/XP/2008/2010,MS-Dos,IOS,linux
<b>Scripting language</b>	: HTML,Java Script

**Work Experience:**

**Avance consulting**

**June 2019 - Present**

Avance is staffing firm that specializes in full-cycle recruiting for direct placement, contract and contract to hire positions for KPMG, Oracle, Jacobs, Parson Cyber, State of New York, State of GA, etc.

**Responsibilities:**

This was a position where I was responsible for sourcing qualified candidates within IT space through Sixth Sense (Monster, DICE, CB), & Wisestep screening and presenting qualified candidates to clients for consideration.

Negotiate wages, terms and conditions of employments with candidates and gain commitment from candidates for current and future job requirements.

Successfully recruited candidates at all levels of expertise across diverse technical skills.

Recruited for contract, contract to hire and permanent positions for IT Positions.

Expert working knowledge on W2 payroll.

## **Tech Mahindra**

**September 2018 - May 2019**

### **Project: Biz Tracker (Google)**

Tested the beta version of the Web - application, and used.

Prepared report on the application. Helped to solve the issues in the application.

Took insights from the customer to improve application.

### **Project: Google My Business (Google)**

On-boarded Business on Google platform using GMB(Google my business), to locate there business in Google and Google Map.

Took insights from the customer to improve application.

## **Outlife**

**March 2018 - August 2018**

Outlife is a Training company specializing in Outbound Training, Team Building, Outdoor, Adventure and hands-on Experiential Learning Programs in India.

Served as a Business Development Manager bring in clients and designed on the principles of experiential learning, systems thinking and adult learning. Our immersive learning programs engage the participants physically, intellectually, emotionally, socially and soulfully

## **Research Proposal:**

### **Utilizing Data Mining on Search Engine Data to Enhance Business Marketing**

#### **Purpose of the Study**

The main purpose of the study is to propose a data mining technique to utilize search engine data for enhancing business marketing. The term business marketing here refers to the number of new business contacts made by a particular business organization. Further, the research design will increase the depth of business marketing for an organization, which will eventually result in generating financial profits and increased growth.

The research design will utilize the predictive data mining technique on search engine data to generate important analytics that will be pivotal for a business organization to increase its marketing. The generated information from data mining will aid in improvising efficient business plans and strategies that can yield positive effects for the business organization. In other words, it can be summarized that the use of data mining by a particular company will result in increasing the number of business contacts and reach.

## **Academic Project:**

1.

**Client:** Infosys - Campus Connect.

**Project Title :** The Defect Tracking System (DTS)

**The Defect Tracking System (DTS)**

This project is aimed at developing an online defect tracking system useful for applications developed in an organization. The Defect Tracking System (DTS) is a web based application that can be accessed throughout the organization. This system can be used for logging defects against an application/module, assigning defects to individuals and tracking the defects to resolution. There are features like email notifications, user maintenance, user access control, report generators etc in this system.

2.

**Project Title** : Cloud Data Protection for Masses.

**Operating system** : windows 7

**Front end** : JAVA

**Back end** : Oracle 10g

**Application** : web based application

**Description:** Offering strong data protection to cloud users while enabling rich applications is a challenging task. We explore a new cloud platform architecture called Data Protection as a Service, which dramatically reduces the per-application development effort required to offer data protection, while still allowing rapid development and maintenance.