ANJESH AGRAWAL
S/o Mr. Gajendra Agrawal
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PROFILE

A logical minded individual with a practical approach to problem solving. Enjoy working on my own initiatives and in a team as well.

KEY ACHIEVEMENTS

Winner, Way2sms Hackathon organized by Way2sms

Student Advisor, Cyborg Technical Cell, SPSU

Selected as Mobile App Developer in Google Developer Group, Udaipur,

2014 Contributor, Mozilla 2014 and DRUPAL 2015

Microsoft Student Partner, 2015 (Selected from Udaipur Zone)

Volunteer, NSS

Selected for Red Hat Conference 2016, Mumbai

WORK EXPERIENCE

a.) **Business Marketing Executive of GiftOnDelivery.com (Nov,2016-Dec,2019)**
  - Building popularity so that GOD is seen as a leader in our field.
  - Build and leverage connections to ensure that influencers within target industries and demographics know and love GOD work and measure and manage recognition so that GOD is recognized for all the right reasons.
  - Leverage these relationships to broaden GOD's reach and impact so that we can do more with less. (i.e., Cause Marketing Partnerships, In Kind Support, Celebrity, Ambassadors, etc.)
  - Evaluate and enhance Search Engine Optimization (SEO) to own key search terms and drive donors and supporters to the site and lead the creation/production of inspiring design, content and campaigns that builds the popularity of GOD.
  - Social Media Lead communications team to create a best-in-class social media presence that empowers customers to spread the GOD virally.
  - Develop innovative campaigns that increase a greater number of users and followers and turn them into customers.

b.) **Business Development Executive of Avalon Tribe(March,2019-August,2021)**

- Identifying opportunities for new business development through following up on leads and conducting research on target clients.
- New business generation by meeting potential clients to understand needs and providing relevant solutions.
- Managing the sales process to close new business opportunities..
- Operate the Lead Squared (CRM Software and Basic Leads Analysis):We use Lead Squared as their CRM (Customer Relationship Management) software. It is a big skill to gain especially when you start using data points to make sales/business decisions.
- Building strong relationships with the existing portfolio of clients.
- Set up the product vision, roadmap and strategies
- Gather market information, industry trends and determine customer requirements
- Provide insights on product planning
- Review product requirement and specifications
- Evaluate new product ideas.

EDUCATION
B.Tech   6.7   CSE (2012-2016) SPSU, Udaipur
Sr. Secondary 66% CBSE (2011)
Secondary   61% CBSE (2009)

BEYOND SYLLABUS - Research paper on
Security Issues of Cryptography Algorithm and Steganography under the supervision of Mr.Amit Jain

CERTIFICATIONS

Internet of Things, CISCO

Content Management System using DRUPAL, Delhi

Data Centre Technology Workshop, IBM

Microsoft Windows 8 Application Development Workshop, Computer Society of India, Udaipur Cloud Computing Workshop, CISCO

TRAINING
We Make Scholars, BITS Hyderabad
Worked on Web Development using HTML, CSS, PHP, MySQL and JavaScript

PROJECTS

Game Lost in the Planet
Product and Sales Management Module of Online Billing System

SKILLS
Lead Squared Expert
Programming in C and Java
Web Development using HTML, CSS, CGI (Python), JavaScript, WordPress & PHP
SQL and MS Excel

INTERESTS
Tech Blogging and social media
Photography
Swimming, Cricket and Basketball

REFERENCE
Mr. Prasun Chakrabarti

HOD of Computer Science and Engineering at SPSU, Udaipur
prasun.chakrabarti@spsu.ac.in

DECLARATION
I hereby declare that the above information is true to the best of my knowledge.
Date: December, 2021   ANJESH AGRAWAL(12CS001568)