**RUSHI JOSHI**

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**SUMMARY**

Positive, business minded professional looking to leverage my professional marketing/business development and Operational Manager and Technical Consultant, project manager experiences and education to aid in market research and strategy. To obtain a challenging position that will allow me to utilize my skills in Client Relationships, Management, and Sales.

**Skill :**

* Business Development
* Operational Management
* Business Analysis
* Understanding tools and Technology (Specifically in Web and Mobile)
* Sales
* Business Operations
* Social Media Marketing
* Social Media Management
* Management
* Customer Service
* Used Upwork and LinkedIn Platform for Sales and marketing

 **Company – Caxis Web IT**

**Location -**Ahmedabad**,**Gujarat

**Position –** Partner,Business Development Manager, Technical Consultant, Operational

**Duration:** 08/2014 to Still Present

**My roll & responsibilities are there :**

Caxis Web IT provide IT Consulting Services Like Enterprise Portal development, Web Based Application Development, Mobile Application Development Services. Caxis Web IT Company is working with Collaborates Saudi Arabia, Dubai, USA, UK, Canada Clients and Providing Them Outsourcing and Talent Acquisition Services into IT Resources.
I am a partner in this company and my main roles to generate business for company establishing and manage Technical Resources.

* Responsible for account development, cold calling, assessing client needs, and identifying solutions
* Meeting potential clients by growing, maintaining, and leveraging network to ensure a robust pipeline of opportunities
* Manage account relationships, contract negations, sales, pricing, billing, and logistics
* Collaborate with cross-functional teams to improve customer service experience
* Lead planning, strategy, proposal process, and bid preparation
* Work with technical staff and other internal colleagues to meet customer needs.
* Identifying opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
* Perform market research on competitive landscape and industry trends
* Responsibilities Develop and maintain efforts coordinated with the director of business development and marketing.
* Created marketing strategies, and coordinated live productions and events.
* Managed all vendor relationships, lead pipeline, and direct marketing sales campaigns.
* Train and mentor new sales representative

**Company :** Hashmukhlal & Sons Pvt.LTD.

**Brand :** Meva Dry Fruits And Namkeen

**Location :**Ahmedabad**,**Gujarat

**Position :** Business Consultant (Specifically In IT Department), IT Talent Acquisition

**Duration :** 03/2018 to 06/2019

**My roll & responsibilities are there :**

I was worked in that company as IT Business Consultant and handled IT Department on that company. Set up and Managed Online Platforms and System where company was used Internal and External Domains. I was Recruited Talented Technical Resources for that Company which was developed the Customized Accounting Software, Website Development, Mobile Application Development, SEO/ SMM (Online Promotional), Third Party Tools and Online Platform Marketing Resources. when required Software and Online Platforms Upgrades and enhancement I was Recommended to top Management

I attended Many IT Workshops and Arranged Some Business Exhibition for Collaborates to other Related Companies through that company.

**Overview Roles:**

* + Internal and External Software Develop Set and managed
	+ Technical Team management and Assisting
	+ Software and Website management
	+ Online Strategy Planning
	+ Online Customized Solution Provided
	+ Recruiting Technical Talented
	+ Collaborates with international Ventures

**Company :** Indianic Infotech Ltd.

**Location :**Ahmedabad**,**Gujarat

**Position :** PHP-UI Integration Developer,

**Duration :** 04/2014 to 07/2014

**My roll & responsibilities are there :**

I was Joined IndiaNic Infotech as UI Integration Developer. my Job Roll and Responsibilities were Convert UX Design to UI integration and Working With PHP open source Technology like Joomla and Magento.

I had done Some group projects in this company.

**Company :** **Attune Infocom Pvt. Ltd.**

**Location -**Ahmedabad**,**Gujarat

**Position : PHP Developer**

**Duration :** 03/2011 to 04/2014

**My roll & responsibilities are there :**

I joined as a PHP Developer and Played multiple rolls in this company like Project Development in PHP, technical Communication with client, Requirement Understanding and Discussed Project Flow, Preparing Project Case Study and Training Detailed Document, met the client and Understanding the backend of application. I have done many successful projects completed in this company.

I was given Online Training to the Their Different Ventures which one was Registered on their Online University Platforms.

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| Examination | Year of Passing | College/University | % or Grad Obtained |
| BCA | Dec 2011 | IGNOU | Second |
| ADST | April 2008 | S.A. Institute | 87.00% |
| H.S.C | March 2007 | Gujarat Board | 53.00% |
| S.S.C | March 2005 | Gujarat Board | 53.00% |

**Project Manager Roles and Resposiblities Projects**

**Product Name : Coworking Hive
Business Category : Coworking Space Service Booking System & business App**

**Country : Saudi Arabia**

**Roles and Responsibilities :** Product Management, Task Management, Team Handling, Technical Communication With Client, Update to Client, Requirement Gathering with Client, Requirement Analysis, Deploy Project in Production environment, and Client Support and Services.

|  |  |
| --- | --- |
| Os used  | Android, IOS |
| Tools and Technologies  | Android Studio, Swift, Third Party Payment Gateway Integration |
| Back End  | Codeigniter  |
| Database | MYSQL |
| Description | Coworking Space, Booking System |
| Website Link | http://www.coworkinghive.com |
| Play Store Link : User App  | https://play.google.com/store/apps/details?id=sa.upscale.coworking |
| App Store Link | https://apps.apple.com/sa/app/hive-%D9%87%D8%A7%D9%8A%DA%A4/id1206432265 |
| Project Duration  | 2.3 Years |

**Project Name : Yakrm Mobile Application : User App and Delivery Man App
Business Category : Online Gift & Coupon, Online Product Delivery**

**Country : Saudi Arabia**

**Roles and Responsibilities :** Project Management, Team Handling, Technical Communication With Client, Update to client, Requirement Gathering with Client, Deploy Project in Production environment, and Client Support and Services.

|  |  |
| --- | --- |
| Os used  | Android, IOS |
| Tools and Technologies  | Android Studio, Swift, Third Party Payment Gateway Integration |
| Back End  | Codeigniter,  |
| Database | MYSQL |
| Description | Gift Booking System, Online Product Delivery System |
| Website Link | http://www.yakrm.com |
| Play Store Link : User App  | https://play.google.com/store/apps/details?id=com.codeclinic.yakrm |
| Play Store Link : Delivery Man App  | https://play.google.com/store/apps/details?id=com.codeclinic.yakrmdeliveryman |
| App Store Link | https://apps.apple.com/in/app/yakrm-%D9%8A%D9%83%D8%B1%D9%85/id1481476122 |
| Project Duration  | 1.2 Years |

**Project Name : Mawashi M-commerce App
Business Category : Online Product Selling Mobile App**

**Country : Saudi Arabia**

**Roles and Responsibilities :** Project Management, Team Handling, Technical Communication With Client, Update to client, Requirement Gathering with Client, Deploy Project in Production environment, and Client Support and Services.

|  |  |
| --- | --- |
| Os used  | Android, IOS |
| Tools and Technologies  | Android Studio, Swift, Third Party Payment Gateway Integration |
| Back End  | PHP, AngularJS  |
| Database | MYSQL |
| Description | Product Selling (M-commerce App)  |
| Website Link | <http://www.yakrm.com> |
| Play Store Link  | https://play.google.com/store/apps/details?id=com.newage.livestock |
| App Store Link | https://apps.apple.com/in/app/yakrm-%D9%8A%D9%83%D8%B1%D9%85/id1481476122 |
| Project Duration  |  1 Year |

**Development Projects**

Flower Bouquet (Magento 1.9.+)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Magento |
| Back End  | MySQL |
| Description | Online shopping, e-commerce |
| Link | http://greenchannels.in |

Tektutor (Drupal 7)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Drupal 7 |
| Back End  | MySQL |
| Description | Software Training and Consulting organizations use ubercart, and kaltura |
| Link | http://www.tektutor.org |

Attune University (Drupal 7)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Drupal 7 |
| Back End  | MySQL |
| Description | Consulting organizations |
| Link | <http://attuneuniversity.com> |

Cloton (Magento 1.9.+)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Magento |
| Back End  | MySQL |
| Description | Online Shopping Cart Website with Paypal Integration  |
| Link | http://cloton.com/ |

The Namo Store (magento 1.7.01)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Magento |
| Back End  | MySQL |
| Description | E-commerce site using payment method |
| Link | <http://thenamostore.com> |

Jashn-E-Shaadi (Drupal 7)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Drupal 7 |
| Back End  | MySQL |
| Description | marriage portal using search profile mathod  |
| Link | <http://jashn-e-shaadi.com> |

Attune Infocom (Drupal 7)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Drupal 7 |
| Back End  | MySQL |
| Description | Developed Attune Infocom web on Drupal 7 with features like, Parallax Scroll, meganizr Menu, Webform, easy to manage admin. A complete project has been executed from theme development to OOTB module implementation and customization. |
| Link | http://www.attuneinfocom.com |

Ria Fashions (Magento 1.8.0)

|  |  |
| --- | --- |
| Os used  | Windows XP, Ubuntu 10.04 |
| Front used | Magento |
| Back End  | MySQL |
| Description | Payment Gateway, E-commerce With Responsive Themes |
| Link | http://www.riafashions.com/ |

Interpreters Colombia (Wordpress)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Wordpress 4.0.1 |
| Back End  | MySQL. |
| Description | Translators, Multi Languages, Blog, Responsive Design |
| Link | http://interpreterscolombia.com |

Chadasana Gam (Joomla)

|  |  |
| --- | --- |
| Os used  | Windows 7 |
| Front used | Joomla 2.5 |
| Back End  | MySQL. |
| Description | Social Site with Blog & Photo Gallery, Adveretise, Responsive Design |
| Link | http://chadasanagam.com/ |

AMERICAN TRAVELS (Joomla)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Joomla 1.5 |
| Back End  | MySQL. |
| Description | American Travels is Online Tickets Booking. |
| Link | http://americantravelsinc.com/ |

Club Control Tower (Joomla)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Joomla 1.5 |
| Back End  | MySQL. |
| Description | Online blogging and Forum |
| Link | http://clubcontroltower.net/ |

Elite Rental (Joomla)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Joomla 1.5 |
| Back End  | MySQL. |
| Description | Online booking for hire cars from Australia |
| Link | http://www.eliterental.com.au/ |

Rohan BRC (Joomla)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Joomla 1.5 |
| Back End  | MySQL. |
| Description | Dynamic Content & Dynamic Components. |
| Link | http://rohanbrc.com/ |

Patel Group Of Multi Services (Drupal 7)

|  |  |
| --- | --- |
| Os used  | Windows XP |
| Front used | Drupal 7 |
| Back End  | MySQL. |
| Description | Multi Services website like real estate and Blogging |
| Link | http://www.patelgroupofmultiservices.com/ |