

## KRUTIKA D. SHAH

B.E (E&TC)

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### CAREER OBJECTIVE:

To utilize and enhance my technical skills for growth of organization, rely on hard work, very much curious in learning new things and enthusiasm to learn and apply.

### ACADEMIC PERFORMANCE:

Exam	Specialization	Board / University	%	Class
Final Year B.E.	E&TC	Savitribai Phule Pune University	62.2	First Class
Aggregate throughout B.E.	E&TC	Savitribai Phule Pune University	56	Higher Second Class
Diploma	E&TC	MSBTE	61.82	First Class
S.S.C.	-	MH State Board	72.3	First Class

### SKILLS:

- Client interaction
- Negotiating skills.
- Good Interpersonal skills.
- Basic knowledge of HTML, CSS, JavaScript.
- Ability to handle pressures.
- Persuasion skills and influencing skills.
- Maintaining strong relationship with clients.
- Knowledge of making infographics.
- Reach prospects via LinkedIn.
- Search prospects using hashtags.

### WORK EXPERIENCE:

- Internship of three months on Cordova Android from January, 2018 till March, 2018 at Evolli Technologies.
- Worked as Business Development Executive from April, 2018 till August 2, 2019 at Insights Success Media and Technologies.
- Worked as Business Development Executive from October 5, 2020 till current at Home Story Interiors.
- Along with Business Development Executive have experience working as Social Media Marketer.

## ROLES AND RESPONSIBILITIES:

*At Insights Success Media and Technologies, I worked in the Education sector where we interacted with clients like Directors, Registrar, Vice Chancellor, Public Relation Officers, Principal, IQAC coordinator etc. of various renowned Universities and Institutions all over India.*

- *After rigorous analysis and research, we develop relationships with new clients and maintain strong bonds with them.*
- *As our product is magazine, so we co-ordinate with various teams like SEO team, Editorial team and Designing team to make a profile of institute as per client's requirement.*
- *Interacting with clients professionally and also enhancing my interpersonal skills.*
- *Pitching clients through mails and telephonically, and also converting clients to collaborate with us.*

## ACHIEVEMENTS :

- *Best performer award in the initial stages after completion of probation period of three months.*
- *Upcoming talent award on achievement of Sales Target for consecutive three months (July, August and September-2018).*
- *Rewarded as best presentation skills in team in the month of September-2018.*

## PROJECT DESCRIPTION:

### **Project Name: Railway Announcing System**

- *Project Type: Diploma Project*
- *Project Description: This project helps passengers travelling by train especially during night. The station name is displayed on LCD unit and announced simultaneously by using a speaker when train is about to reach the station. The RF technology is used in this project to communicate between transmitter and the receiver.*

### **Project Name: Variable Frequency Drive**

- *Project Type: B.E. Final Year Project*
- *Project Description: The aim of this project is to provide effective use of motor capacity with energy management. Variable Frequency Drive or VFD is used to control speed of Induction Motor by varying frequency of AC supply voltage. The control circuit is comprised of PIC microcontroller. V/F method is used as a speed controlling technique for motor. IRAMY20UP60B is the IC used at the Inverter section.*

## EXTRACURRICULAR ACTIVITIES:

➤ **Project Competition :**

Participated in project competition “Rachana 2K16” under ISTE and ENTESA at JSPM's Rajarshi Shahu College of Engineering, PUNE held on 29 March, 2016.

➤ **Paper Published :**

Review paper was published in International Journal of Electronics & Communication named as “Literature Review on Variable Frequency Drive for Three Phase Induction Motor”.

➤ **Intercollegiate Paper Presentation Competition:**

Participated in intercollegiate Paper Presentation Competition held on 13 January, 2011 at Pimpri Chinchwad Polytechnic, Pune and presented paper on “Embedded System and Advanced Microcontroller”.

➤ Participated in the State level competition of Kabaddi held at PVG on “Saptarang 2010”

### HOBBIES:

- Singing
- Cooking
- Surfing
- Writing poems
- Reading Blogs

### DETAILS : PERSONAL

**Date of Birth** : 21 September, 1992  
**Nationality** : Indian.  
**Gender** : Female  
**Marital status** : Married  
**Languages known** : English, Hindi and Marathi.  
**Permanent Address** : Flat No-3, Umakant Paradise, opposite DIS school behind D-Mart, Balewadi Pune-45.

