

Harshagandha Patki

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To seek a challenging position and strive for excellence with dedication, positive attitude and passion towards the work that will fully utilize my logical and reasoning abilities in the best possible way for the fulfilment of organizational goals.

Work Experience

Business Development Associate

WAI Technologies - Pune, Maharashtra

December 2021 to Present

- Performed end-to-end testing for our Product Hire Tech Team (HTT) and provided all the user enhancements for the website as well as did the entire proof checking for the website for HTT.
- Collaborated with designers and developers to provide a good user experience for HTT. Provided creative ideas for content marketing and updating the website.
- Be actively involved in SEO efforts (keyword, image optimization, etc.). Plan and monitor the ongoing company presence on social media (Twitter, Facebook, etc.).
- Familiarizing yourself with all products and services offered by our company. Attending networking activities to research and connect with prospective clients.
- Developed a Go to Market (GTM) Strategy for our product InTime Pro as well as developed and improved upon existing marketing strategies.
- Helped organize and implement market research to produce relevant marketing information. Helped produce reports, company brochures, and related marketing materials and literature.
- Communicating with other team members to solve problems. Foster a collaborative environment within the organization.

Business Development Executive (Academic/Education Counsellor)

DSIJ Private Limited - Pune, Maharashtra

January 2020 to July 2020

Ensured students met educational goals as primary guide through degree requirements. Furnished course registration assistance to students.

- Advised students on degree-specific programs and procedures. Provided registration instructions to students for online courses.
- Responded to student inquiries regarding academic appeals student orientations probation and various curriculum issues and concerns. Addressed students questions and issues regarding online courses within a specified timeframe.
- Liaison between students and the University with regard to University policies and procedures. Identified potential barriers within the student academic process and initiated steps resulting in resolution.
- Effectively communicated, motivated, and inspired students through critical thinking, creativity, and problem solving. Completed daily educational tasks associated with these students.

Junior QA Engineer

Network Components Private Limited - Pune, Maharashtra

January 2019 to December 2019

Wrote and implemented Test scenarios, Test cases, Performed System testing, Regression testing and bug reporting using Mantis. Performed User acceptance testing immediately after every build of Clouzer Web Application.

- Responsible for gathering business requirements and preparing FSDs, communicate with development team and QA team. Created application Prototypes and screen mock-ups. Prepared Process Flow Diagram using draw.io.
- Collaborated in the planning of new product decisions and enhancements to Clouzer Web application. Served as a liaison between the programmers and internal business entities in designing and implementing functionalities.

Business Development Executive (Corporate Relations)

Exltech Solutions India - Pune, Maharashtra

June 2018 to January 2019

Generated revenues & achieved sales target through new strategy and innovative ideas.

- Making multiple outbound calls to potential clients. Closing sales and working with client through closing process. Handling Client process for their recruitment services.
- Reaching out to HR Department of Companies to understand vacancies for College Graduates. Short listing the students based on eligibility requirement of the Corporates and Coordinating with the Corporates and scheduling the Drives, industrial visits.

Education

Master of Science in Computer Science in Computer Science

University of Bridgeport - Bridgeport, CT

Bachelor of Engineering in Computer Engineering in Computer Engineering

University of Pune - Pune, Maharashtra

Skills / IT Skills

- Verbal and written communication
- Leadership
- Adaptability and Flexibility
- Team-working
- Creativity
- Marketing
- Communication skills
- Business development
- Negotiation
- Computer skills
- Customer service
- Microsoft Excel

- Sales
- English

Languages

- English - Fluent