

KRUSHNA SHAH

Seeking a responsible career in an organization where I can utilize my skills, knowledge to work at my level best. To grow with the organization and deliver best possible services. Work hard to achieve the corporate targets and goals keeping in the view corporate mission and vision.

Skills

- Positive contributor on a team and able to work independently.
- Able to handle and sort all technical related queries/issues independently.
- Communication
- Project Management
- Can work on multiple projects simultaneously.
- Revenue Enhancement
- Research & Analysis
- Relationship Building
- Resource Allocation

Experience

SEPTEMBER 2016 – AUGUST 2017

Business Development Executive / Oceans Technologies, Ahmedabad

- Bids over freelancing portal such as Upwork, Freelancer, Guru and PPH.
- Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures.
- Generated new business and long-term account opportunities through prospecting and Bidding, resulting in over \$15,000 amount of revenue in closed new and recurring business.
- Strategically organized and coordinated with senior executive's new business trends to develop new services, products, and distribution of channels.

SEPTEMBER 2017 – AUGUST 2019

Project Manager / Sapphire Apps Media, Chicago

- Plan the entire plan of the development work and assign resources to the development tasks appropriate to each individual's knowledge, skill, and abilities.
- Communicate project goals by applying project management tools and tracking systems to manage all aspects of project progress and adjust resources as necessary to keep the project on track.
- Successfully manage more than 40+ app development works of different industries such as E-Commerce, Healthcare, Travel, Social Networking and Entertainment(Games).

Project Manager / Creative Hustlers, Ahmedabad

- Opened door for all new initiatives requiring IT support. Overall project management responsibility for projects across IT, Sales, Marketing, Real Estate Construction, Facilities, and others
- Implemented business process improvement by pooling technical resources across multiple projects, resulting in 30% growth in company revenue.
- Generated ROI of company by \$30,000 with new international clients.

March 2020 – Present

Business Development Manager / Pentoz Technologies, Bengaluru

- In short period of time managed to generate revenue of \$8000 in different development technologies such as web, app and game development.
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Education

DECEMBER 2015

Bachelor of Engineering / Sigma Institute of Engineering, Vadodara

Successfully complete B.E. in Electronics and Communication with **5.84** CGPA.

Other Skills

- Adobe Photoshop & Adobe Illustrator
- WordPress & HTML