

Prachi Praveen Joshi

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PROFESSIONAL EXPERIENCE

Scalar Academy

Business Development Associate

Jan 2024 – Mar 2024

- Managed and nurtured leads, converting potential customers through personalized communication strategies.
- Conducted in-depth market research to understand customer behavior, improving engagement and conversion rates.
- Developed strategic sales pitches and negotiation techniques, leading to increased deal closures and business growth.
- Maintained comprehensive records of customer interactions, ensuring seamless follow-ups and relationship management.

Sada Systems

Intern

Jan 2021 – Jan 2022

- Assisted in backend development, writing efficient SQL queries to optimize data retrieval processes.
- Gained hands-on experience with the XAMPP control panel, managing MySQL databases for business applications.
- Provided technical support in troubleshooting database-related issues, ensuring minimal downtime.

EDUCATION

College Of Engineering Roorkee

Roorkee, Uttarakhand, India

Bachelor of Technology – Computer Science and Engineering; **74.8%**

City Montessori Inter College

Lucknow, Uttar Pradesh, India

Council Of Indian School Certificate Examination (CISCE)

12th – **95.5%**

10th – **94.6%**

PROJECTS UNDERTAKEN

Travel Itinerary Planner

- Developed a web-based planner generating personalized travel plans based on user preferences, budget, and trip duration.
- Technologies Used: Java, HTML, CSS, JavaScript, MySQL, Google Maps API.
- Core Features: Smart itinerary generation, Google Maps integration, budget estimation, user-friendly UI.

SKILLS AND TOOLS

- Technical Skills: Java, HTML, CSS, JavaScript, SQL, DBMS, OOPs, MySQL, Power BI, Tableau, MS Excel, Canva
- Soft Skills: Communication, Problem-solving, Adaptability, Teamwork, Time Management

CERTIFICATIONS

- Data Analysis Bootcamp Course
- AI Tools Workshop
- Google Analytics

POSITIONS OF RESPONSIBILITY

- Coordinator, Linguistic Committee: Led a team of 80+, organized events, and managed the Inter-College Fest "Expressions."
- Captain, Badminton Team: Led team to multiple victories, optimized training, and represented at North Zone Inter-University Championship.
- Head of Script Writing, Drama Club: Led a 5-member team, crafted compelling scripts, refined dialogues, and enhanced storytelling.

ACHIEVEMENTS

- Winner, Multiple Inter-College Badminton Tournaments
- Represented University at North Zone Inter-University Badminton Championship
- Winner, Multiple Speech Competitions

HOBBIES AND INTERESTS

- Reading Books
- Painting
- Playing Badminton