

**DEEPTI.363756@2freemail.com**

**Skillsummary**

**Managing, interpreting & persuading customer**

**Administering client accounts & Offering after-sales support services**

**Negotiating and closing sales by agreeing terms and conditions**

**Calculating client quotations**

**Technical assistance and preparing reports & documentation**

**Technical presentations and demonstrating**



**DEEPTI**

**Objective: To become associated with a company where I can utilize my technical skills and gain further experience while enhancing the company’s productivity and reputation.**



**Professional Experience**



**Sales & Pre-sales Executive:**

**United Security Technology LLC, AbuDhabi**

**•Conduct meeting with clients to introduce company portfolios and potentials.**

**•Search the useful information related to new sales opportunities, competition, local events, etc. in order to upgrade the company portfolio.**

**•Coordinate internal activity to meet customer requirements and interface with operations personnel regarding process methods and terms.**

**•To provide the Sales Team with a full range of administrative support and assistance in documents processing and projects coordination.**

**•Verify and assist in preparation of sales proposals and quotations after reviewing customer inquiries and project requirements.**

**•Preparation and submission of technical documents, such as tender documentation, technical inquiries, site survey reports.**

**•Follow up and expedite timely delivery of Sales Orders.**

**•Ensure effective maintenance and timely update of electronic documents filingsystem.**

**•Following-up on the specific project activities and communicate it to the client.**

**•Maintain Sales & customer database.**

**•Take adequate care of office & vital data security in the office.**

**•Provide support to clients as per on call requirement.**

**•Projects DealtWith:**

**•Implementation of 250 CCTV cameras at Sheikh Khalifa Energy Complex (SKEC), Abu Dhabi.**

**•Access Control System implementation at Fly Dubai Terminal, Dubai.**

**•Way Finding System at Al Wahda Mall, AbuDhabi.**

**•Way Finding System at Mazyad Mall, AbuDhabi. •Standalone Access Control & Magnetic Locks at Dragon Mart 2, Dubai**



**Junior Engineer Telecom:**

**Bharat Sanchar Nigam Limited (A Central Government institution ofIndia) - June 2014 to June 2015**

**Equipment inventory management of C-DOT switching equipment**

**with a capacity of 6k landline connections and 5 Remote Switching Units(RSU)**

**Knowledge of fiber, copper, and other materials used in communicationsystems.**

**Maintain inventory of communicationequipment.**

**Maintenance of engine, alternator, power plant andbattery.**

**Configuration and troubleshooting of issues related tomodem.**

**Capable of explaining complicated telecommunications concepts to non-technical professionals.**

**Responsible for maintaining the technical quality of the documents and ensure their delivery in a timelymanner.**

**Preparation of monthly performance report, traffic analysis and quality of services.**

**Keep follow up forcomplaints**

**Monitored the work of subordinateemployees**

**Instructed users and staff on use of telecommunication network systems**



**TRAINING /**

**ADDITIONAL QUALIFICATION**

**Trained on Way Finding System by ViaDirect, France.**

**•Attended GITEX’15 &’16.**

**•Attended INFOSEC’15&’16.**

**•Training from Bharat Sanchar Nigam Limited**

**for the post of Technical Telecom Assistant**

**Optical fibers**

**Switching networks**

**Underground**

**cables**

**Maintenance of engine, alternator, power plant and battery.**

**•A workshop on ‘MICROSOBOT’ by Alligator Automations**

**•A course on ‘Current trends in RF andVLSI Engineering’ conducted by IEEE, CUSAT SB**

**Academics:**

**2014 M-Tech, Microwave and RADAR Engineering** **9.31 CPGA**

**Cochin University of Science and Technology University 1st Rank**

**2012B-Tech, Electronics & Communication Engineering** **82%**

**Cochin University of Science andTechnology**

**Technical Skills:**

**Software: MPLAB, PROTEUS ISIS, HFSS, CST,Circuit Maker, appCAD, CorelDRAW, PCBWizard**

**Programming language: C, 8085 Assembly language, 8086 MASM, MATLAB, PIC(assembly,C)**

**Hardware : Familiarized with Microcontroller PIC16F877, 8085 kit**

**Expertise InMicrowave:**

**•Electromagnetic devices and components like Wave guides, Directional couplers, Tee junctions, Gunn diode, PIN diode, horn antenna**

**•Design of basic micro-strip transmission lines, power dividers, filter circuits.**

**•Design and testing of Dipole, Helical, Yagi-Uda and Microstrip patchantennas.**

**•Vector Network Analyzer and AnechoicChamber. •Manual etching – photolithography. •Expertise in digital image processing:**

**•Familiar with basics of image averaging, noise removal, filtering, smoothening, sharpening, compression**

**Projects & Seminars**

**Mobile Jammer**

**Digital Watermarking on Images**

**Audio Steganography Implantable Antenna Tunable Patch Antenna Electromagnetic Rail-gun Medical Antenna**

**Personaldetails**

**Personaldetails**

**Nationality : Indian Marital Status Married**

**Gender :** **Female**

**Visa status:** **Residence**

**D.O.B :** **15-08-1990**

**Joining Date:** **Immediate**

**Qualities :** **Dedicated, Disciplined,**

**trustworthy, flexible, optimistic**



**Achievements:**

**University First rank holder in M.Tech**

**Qualified GATE 2012 with all India rank 2558(score 567). Served in the post of Chairperson, IEEE CUSAT SB and organized many events.**

**Served the post of creative head of ECSA (Electronics and Communication StudentAssociation).**

**Won first prize in Science Quiz competition conducted by DRDE, Gwalior.**

**Participated in regional badminton at Chennai Zone of Central School.**

**Served the post of school house captain for 2 years in school and the house won best house award during those two academic years.**

**Recipient of IAFBA scholarship(during Class 11 & 12) and CBSE- AIEEE scholarship(during engineering)**



**Declaration:**

**I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentionedparticulars.**

**Deepti**

**Hobbies**



**Travelling** **Cooking**

**Music** **Painting**

**Languages known**