**UPANYAS**

**Email ID:**  [upanyas-390054@2freemail.com](mailto: upanyas-390054@2freemail.com)

**EDUCATION**

**Birla Institute of Technology &Science,(BITS) Pilani - Dubai CampusDubai, U.A.E.**

*Master of Business Administration (IT enabled solutions)* Sep*2016 -Sep 2018*

**Birla Institute of Technology &Science,(BITS) Pilani - Dubai Campus Dubai, U.A.E.**

*B.E. (Hons.) Electronics &Communication Engineering Sep 2012 -Sep 2016*

**The Indian High school, Dubai Dubai, U.A.E.**

*Secondary and Higher secondary schooling Mar 2001 -Mar 2012*

**WORK EXPERIENCE**

*Business Development Engineer* Jan *2018 -Present*

* Identified opportunities in the U.A.E. Audio Visual industry andanalyzed how to expand services through that channel using Market Analysis.
* Maintaining awareness of both the external and internal competitive landscape, opportunities for expansion, customers, markets, new industry developments and standards.

**Zio Technologies L.L.C. Dubai, U.A.E.**

*Sales Engineer June 2017 -Jan 2018*

* Identifying and maintaining productive and profitable business relationships with both current and future strategic partners, customers, and vendors
* Provided solutions to clients including Apparel Group, Landmark Group, Abu Dhabi Ports, Al Tayer Group, Cine Royal, Abu Dhabi Investment Council, Dubai Securities and Commodities Authority, Supreme Legislation Committee, Ministry of Economy and Habtoor Group to name a few.

**Zio Technologies L.L.C. Dubai, U.A.E.**

*Pre-Sales EngineerAugust 2016 -June 2017*

* Responsible for the design and organization of current and upcoming projects with in depth analysis of costing, design and implementation factors including design analysis and on site surveys.

**Zio Technologies L.L.C. Dubai, U.A.E**

*Technical Support Engineer (Internship) Feb 2016 -June 2016*

* Worked on tender submissions for government projects in collaboration with the pre-sales and design team.

**Safety Electricals & Switchgears Dubai,U.A.E.**

*Quality Control and Process Analysis Engineer (Internship) June2014 -Aug 2014*

* Observations and analysisof total time taken and tasks involved for process and creation of process flow chart to estimate the most effectiveway to speed up the process.

**KEY PROJECTS**

* Khalifa Port Kizad Head Quarters, Abu Dhabi Ports – Design, costing, and implementation of audio, visual and control system.
* Sky Zone , Ibn Battuta Mall , Apparel Group – Costing and implementation of Audio and Background music system.
* Abu Dhabi Swimming Pool for special needs children,Musanada – Design, costing and implementation of LED display with integration to omega swiss timing terminal.

**RESEARCH EXPERIENCE**

* Design project on C++ using Muller Method.
* Humanities project on sustainable development in the higher education industry.
* Thesis on Corporate social responsibility in the Apparel Group.