



# Maulin Barot

Electrical and Electronics Engineer

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Akshar Chowk, Vadodara, Gujarat, 390020  
**Phone:** 9826274806  
**Date of birth:** Aug 15, 1996  
**Nationality:** Indian

## OBJECTIVE

A highly skilled and motivated professional with experience in developing and implementing business strategies. An individual with proven track record of success in both B2C sale activities. Very competitive, result-driven, and an excellent communicator. Looking forward to obtain a challenging position that will utilize my skills and experiences and which will also provide me with the opportunity for growth and advancement.

## EXPERIENCE

Ahmedabad, Gujarat  
Mar 2022 - Sept 2022

### Business Development

#### Byju's The Learning App

- Identify and develop strategic relationships with potential customers.
- Assist in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Ongoing monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met.
- Maintaining strong follow-ups and regular feedback calls.
- Update and create tailored client proposals.

## EDUCATION

Indore, M.P.  
Aug 2014 - May 2018

### Bachelor's Of Engineering

#### Medicap Institute Of Technology & Management

Specialization: Electrical & Electronics.  
CGPA: 7.97.

#### TECHNICAL TRAINING:

Industrial Training from POWER GRID CORPORATION OF INDIA LTD.

#### PROJECTS UNDERTAKEN:

##### Minor Project:

Title: *Stroboscope*

Description: Developed a device which uses LEDs, driven by an oscillator to measure the speed of rotational machines or objects without any contact with them.

##### Major Project:

Title: *Dual Axis Sun Tracking Solar Panel System.*

Description: Developed a system which uses LDRs to detect the correct position of sun and gives signal to the microcontroller, which aligns the solar panel towards the maximum light of sun for maximum utilization of energy whole day.

#### EXTRA CURRICULAR ACHIEVEMENTS:

Won 1st prize in Robo-War held at SVNIT, Surat.

Won 1st prize in Aqua-ball held at SVNIT, Surat.  
Won 2nd prize in Robo-soccer held at UEC, Ujjain.  
Won 1st prize in Innovative model (EX) at SRIJAN, Bhopal (Zonal).  
Won consolation prize in Innovative model (EX) at SRIJAN, Bhopal.  
Member of BHUMI Organization.

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### SKILLS

- Teamwork
- Business development
- Negotiation skills
- Sales and marketing
- Communication skills

### LANGUAGES

#### English

Intermediate

#### Hindi

Intermediate

#### Gujarati

Intermediate

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### ACHIEVEMENTS

GATE 2019 Qualified

Score: 704

AIR: 1995