

## **K . HRUSHIKESH MUKHERJE**

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**Web Technologies:: Project Manager : Professional Experience: 18 Years**

### **Summary of Professional Experience::**

Having 18 years of exposure in Web technologies – Project Management which includes Client Management – Domestic & Overseas clients.

Managing Web Projects of Handling team of Designers, Developers, and Testers with SDLC of Waterfall Methodology.

Digital Marketing – SEO – On page Optimization & Off page Optimization.

| <b>Work Experience</b> | <b>January 2014 To March 2020</b>   |
|------------------------|---|
| Organization           | SELF EMPLOYED - ENTREPRENEUR  |
| Designation            | <b>Web Services</b> – Project Manager, Business Development , SEO   |
| Job Profile            | <ul style="list-style-type: none"><li>• Led marketing initiatives on web services delivery</li><li>• Managed multiple project delivery teams concurrently</li><li>• Responsible for project delivery and providing solutions to clients</li><li>• Delivered soft skills training to employees</li><li>• Delivered online post production support to clients</li></ul> |
| Achievements           | <ul style="list-style-type: none"><li>• Delivered projects on time and on budget</li><li>• Developed client relationships</li><li>• Enhanced employee soft skills</li></ul>   |

| <b>Work Experience</b> | <b>April, 2012 to August, 2013.</b>  |
|------------------------|--|
| Organization           | i-Protech, Bangalore, India<br>URL : <a href="http://www.iprotechindia.com">http://www.iprotechindia.com</a> |
| Designation            | <b>Web Services</b> – Project Manager, Business Development & Soft Skills Trainer                            |

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|--------------|---|
| Job Profile  | <ul style="list-style-type: none"> <li>• Led marketing initiatives on web services delivery</li> <li>• Nurtured leads &amp; built robust sales pipeline</li> <li>• Led pre-sale activities including responses to RFPs &amp; RFIs</li> <li>• Conducted final negotiations and responsible for closing sales</li> <li>• Managed multiple project delivery teams concurrently</li> <li>• Responsible for project delivery and providing solutions to clients</li> <li>• Delivered soft skills training to employees</li> <li>• Delivered online post production support to clients</li> </ul> |
| Achievements | <ul style="list-style-type: none"> <li>• Delivered projects on time and on budget</li> <li>• Developed client relationships</li> <li>• Enhanced employee soft skills</li> </ul>   |

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|------------------------|--|
| <b>Work Experience</b> | <b>Jan, 2007 to March, 2012</b>  |
| Organization           | Ace Creative Technology, New Delhi, India.<br>URL : <a href="http://www.acecreativetech.com">http://www.acecreativetech.com</a>  |
| Designation            | Client Manager/ Project Manager/ Senior Manager  |
| Technology             | Open Source, Core PHP, Joomla, Word Press, SEO, Web analytics  |
| Job Profile            | <ul style="list-style-type: none"> <li>• Successfully managed domestic and overseas clients</li> <li>• Led Business development and marketing activities</li> <li>• Managed sales pipeline and nurtured new sales</li> <li>• Conducted health checks using Google Analytics</li> <li>• Managed the whole system development life cycle (SDLC) of projects</li> <li>• Managed SEO content development for websites</li> </ul> |
| Achievements           | <ul style="list-style-type: none"> <li>• Delivered <b>270 web based projects worth \$5,00,000 USD</b> for both domestic and international clients using Linux based PHP, Joomla, and Word Press</li> <li>• Delivered error free web applications</li> <li>• Enhanced employee capabilities by delivering soft skills training</li> </ul>   |

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| <b>Work Experience</b> | <b>Apr, 2006 to Dec, 2006</b>  |
| Organization           | Vidushi InfoTech, Pune, India<br>URL : <a href="http://www.vidushiinfotech.com">http://www.vidushiinfotech.com</a> |
| Designation            | Business Analyst, KPO Head   |

|              |   |
|--------------|---|
| Technology   | ASP, ASP.Net, PHP   |
| Job Profile  | <ul style="list-style-type: none"> <li>• Worked with 15 clients spanning 10 countries</li> <li>• Onboarded new clients from Asia-Pacific and Middle-East regions</li> <li>• Identified prospects and generated new leads</li> <li>• Managed client relationships</li> <li>• Managed multiple project delivery teams concurrently</li> <li>• Responsible for project delivery</li> <li>• Implemented Vidushi's products for client business needs</li> </ul> |
| Achievements | <ul style="list-style-type: none"> <li>• Led more than <b>70 projects for 15 clients in 10 countries</b></li> <li>• Delivered new business valued <b>\$150,000 USD</b></li> </ul>   |

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|------------------------|--|
| <b>Work Experience</b> | <b>Apr, 2003 to Mar, 2006</b>  |
| Organization           | Dotzoo, inc, New Delhi, India<br>URL : <a href="http://www.dotzoo.com">http://www.dotzoo.com</a>   |
| Designation            | Software Consultant, Internet Marketing Analyst  |
| Technology             | ASP, ASP.Net   |
| Job Profile            | <ul style="list-style-type: none"> <li>• Generated new business through internet marketing for SEO</li> <li>• Nurtured Leads &amp; built robust sales pipeline</li> <li>• Led pre-sales activities including responses to RFPs and RFIs</li> <li>• Effectively managed client accounts</li> <li>• Responsible for client relationship management</li> <li>• Managed portals and responsible for report generation and documentation</li> <li>• Conducted health checks using Google Analytics to optimize search engine</li> <li>• Participated in partnership programs</li> </ul> |
| Achievements           | <ul style="list-style-type: none"> <li>• Delivered 140 projects/web sites in ASP &amp; ASP.Net in USA and India</li> <li>• Marketed offshore project from all the verticals via SEO- off page optimization</li> </ul>  |

| <b>Work Experience</b> | <b>Apr, 2002 to Mar, 2003</b>   |
|------------------------|---|
| Organization           | Seant Infotech, Mumbai, India<br>URL : <a href="http://www.seantinfotech.com">http://www.seantinfotech.com</a>  |
| Designation            | Software Consultant, Corporate Marketing Analyst  |
| Technology             | ASP, ASP.Net  |
| Job Profile            | <ul style="list-style-type: none"> <li>• Effectively managed client accounts</li> <li>• Responsible for client relationship management</li> <li>• Coding the web pages – Static &amp; dynamic web pages</li> <li>• Managed portals and responsible for report generation and documentation</li> <li>• Participated in partnership programs</li> </ul> |
| Achievements           | <ul style="list-style-type: none"> <li>• Learning phase of delivering web projects/web sites in ASP &amp; ASP.Net in USA and India</li> <li>• Also enhanced of corporate marketing techniques.</li> </ul>   |

## EDUCATION

- Masters in Business Administration (MBA) – Finance, Dr. Vikhe Patil Foundation, Pune, India
- Bachelors in Commerce, SV University, India
- Diploma in e-Commerce Technology from Informatics, Pune, India

**LANGUAGES KNOWN:** English, Kannada, Hindi, Telugu, Tamil, Marathi.