

AKSHAY VANATHADUPULA

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Education

MLR institute of technology

Bachelor of Technology in Mechanical Engineering

Hyderabad, Telangana

Aug. 2019 – May. 2023

Relevant Coursework

- Business economics and Financial Analysis
- Security Analysis
- Management science
- Advanced-Entrepreneurship
- Algorithm Simulation (MATLAB)

Experience

Business Executive

June 2023 – Present

Newgen Health care PVT LTD.

Hyderabad, Telangana

- Handled Operations work stream of our medical representative's team and am responsible for timely delivery of various gynecology medicines and deliverables across the month using various analytical tools such as MS Excel and PowerPoint Presentations.
- Implemented Strategic offerings to doctors for enhancement of the company's suite of products and services.
- Monitored financial performance by analyzing expenses, and implemented corrective measures when necessary.
- Developed and executed marketing strategies to stay ahead in the competition with identifying target demographics with analysis.

Graduate Engineer Trainee

Feb 2022 – May 2022

Tata Steel

Hyderabad, Telangana

- This training gave me an opportunity for clear understanding of working of a steel plant.
- Along with the manufacturing workshops, non-destructive testing and process layouts, working of commercial and financial departments for maximising the profits was also studied.
- General layout of the industry and process flow was noted with the proportions, temperatures and timings in the Heat Treatment of Steel

Projects

Smart Free kick Bot for Football | Course Project, (Python, Pneumatic Cylinder application) July 2022 – May 2023

- Took the role of leading the team and was awarded 'Creative Project of the Year 2023' with developing an automatic Free Kick bot using Python and Pneumatic Cylinder applications to help football strikers to improve their precision in enhancing trajectory projection of their free kick ability.
- Implemented logic using Python with if else concept for detection of ball coming near to the bot installed with ultra sonic sensor at the head position.
- Achieved accuracy in detecting the motion and lifting the bot to a height of 1 feet with pneumatic cylinder installed at the bottom.

Sales Report Analysis and Visual Dashboard Creation - Data Manipulation | Course Project Aug 2021 – Jan 2022

- Analyzed the best-selling medicinal products of McKesson Health care between 2019 and 2022 to determine the market
- Used Joins and Set theory in SQL to analyze the sales, product, customers and budget data by filtering, grouping, and ordering the datasets
- Represented the detailed overview of the business sales through a visual dashboard in Power BI

Technical Skills

Languages: Python, SQL, C Programming, MATLAB

Developer Tools: Microsoft Excel, Microsoft PowerPoint, Simulink, PowerBI

Leadership / Extracurricular

Budding Entrepreneurs

Aug 2021 – May 2023

President

MLR Institute of Technology

- Achieved a 4 star fraternity ranking by the Wadhvani Foundation (highest possible ranking).
- Managed executive board of 5 members and ran weekly meetings to oversee progress in essential parts.
- Led a team of 30+ members to work towards goals that improve communication skills and acknowledge leading tech business strategies.