

VASU SHARMA

D-211 Sarita Vihar • New Delhi, India, 250004 • vass.sharma@gmail.com
• +91-7830352122

EDUCATION

College Of Engineering Roorkee, *Bachelors of Engineering, Computer Science-71.08%* Roorkee, India

- Created a real-time classification algorithm for inferring emotions from the non-verbal features of speech. The emotion detector identifies simultaneously occurring emotions states by identifying correlation between emotions and features such as pitch, loudness and energy.
- Presented research paper on Bitcoin under Computer Society of India.
- Completed Infosys Campus Connect Program with 94%. (FA-1 96, FA-2 88, FA-3 96)
- Team Leader, Oorja-The Cultural Committee – brought sponsorships, managed decorations, leading 20 people.
- Led 12 people team and won Fashion Shows at IIT Sharanpur, College Of Engineering Roorkee.
- Member of college cricket team, Uttarakhand Technical University Championship winner 2 times among 9 teams.

Dewan Public School Meerut, *(CBSE) Class XII –Science, 83.8%, Class X-Science, 8.8 CGPA* Meerut, India

- Member of the Investiture Ceremony as Prefect (2009, 2010), Vice-House Captain (2011) and Cultural Secretary (2012).
- Spokesperson of the Student Council – Direct reporting to principal communicating the issues faced by students from Class 8th to Class 12th.
- Secured 2nd position at school level in 9th National Science Olympiad.

PROFESSIONAL EXPERIENCE

Flow India *Flow India is an education and culture consultancy that brings international methods in cultural education to India for the first time. Flow has two headquarters: in London (Flow Associates, founded 2006), and Delhi (Flow India, founded 2010).*

Growth Manager

Delhi, India
July 2017-Present

- Building a strong understanding of Flow's products and services and inputting into the communication material, feeding back new insights from market interaction.
- Successfully supervised a pan-India activation project of a large-scale skill development programme for a global corporation under their social impact segment.
- Managing all of Flow India's social media and print media marketing: LinkedIn, Facebook, blogs, print media, and promotional materials.
- Representing Flow India at conferences and sales events, developing and maintaining a CRM tool and databases.

Think & Learn Pvt. Ltd. *Largest ed tech start-up in India raising \$75million from Sequoia Capital and Sofina , \$50 Million From Mark Zuckerberg's Foundation.*

Business Development Analyst

Team Lead

Bengaluru, India
May-Dec 2016
New Delhi, India
Dec 2016-June 2017

- Sales and Revenue generation of 3.5L in 1 month by myself for Byjus K-12 Product (Class 6th-12th).
- Handled campaigns like Facebook and Live Chat, leading 6 member team looking after their conversion rate in terms of leads and revenue.
- Lead generation by pitching the product to K-12 students at mass in colleges and conferences.

The Dorm Shop. *The Dorm Shop is a first of its kind ecommerce and lifestyle solution start-up for college students. TDS has its roots over in 40 colleges across the nation.*

Virtual Intern- Digital Marketing (Top 5 Students from all over India)

Kolkata, West Bengal
March-May, 2016

- Personal Branding, Social Digital Awareness, Content Writing, Social Selling, College Tie-Ups, Vendor Pitch Presentation.

Indian Overseas Bank (Head Office)

Network Trainee

New Delhi, India
June-August, 2015

- Hands on experience in troubleshooting Network Problems-Configuring VPN, Routing and Switching.

SKILLS AND INTERESTS

SKILLS - Networking, SQL, HTML, C, Java, Teamwork, Operations, Business Development, Marketing, Branding.

INTERESTS - Swimming, Roller Skating, Modelling, Cricket, Travelling.