

KAPIL BHATIA

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Summary

Post Graduate Engineer with 4+ year experience of project management, business development, presales, software engineering and human resource management in software development and education sector.

Experience

Vinsol, New Delhi, India

Manager, Business Development, 2009 to Present

Vinsol is a Boutique-ish web Consultancy based in New Delhi, India catering to SMBs and startups in US. My role includes:

Business Development

- Use innovative new media techniques to ensure a strong pipeline for business development and lead generation. Generated more than 100 new leads for Vinsol in the year 2009-2010
- Partnered with other design and development firms in US to achieve the highest per hour consulting rates for rails development in India.
- Introduced Vinsol Brand in US/UK region through conference participations, social media channels, traditional mediums like PR, advertising and marketing collaterals.

Pre sales

- Preparing & reviewing detailed Request for Proposals/Information to propose a solution based on the Client's requirements.
- Prepared customized service presentations that helped Vinsol to win projects across startups, SMBs and enterprises
- Contracts management, negotiation, contract drafting, contract administration and intellectual property management for clients and partners.

Human Resources

- Trying to streamline core HR processes in Vinsol with HR outsourcing and system automation through Greytip. Worked with Adrenalin in Career launcher for HR automation.
- Involved in sourcing good resumes and complete recruitment process for Vinsol. Also, involved in resource planning.
- Training and Induction management for new joinees in technology domain.

Project Management

Career Launcher, New Delhi, India

Consultant, Technology, 2006 to 2009

For Career Launcher, I have worked in research profile exploring innovative solutions to the whole gamut of problems related to education and technology

- Worked as **project manager** for web applications. Was involved in understanding the requirements, designing the system and executing the project with development and design team.
- Understanding of all major web 2.0 tools and technologies and their significance in pedagogy. Ability to recommend open source projects and customize them according to the academic/non academic requirements.

Education

Masters of Engineering, 2006

Master of Engineering (Software engineering), Thapar Institute of Engineering and technology, Patiala, Punjab, India

Bachelor of Information Systems, 2004

Guru Gobind Singh Indraprastha University, New Delhi, New Delhi, India

Research

"Collaborative Tagging for Software reuse" – ME Thesis Work

Honors

Qualified GATE exam (in Information Technology) with 91.21 percentile in 2000.