

# RESUME

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## Career Objective:

Intend to build a career with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential, willing to work as a key player in challenging & creative environment.

## Experience:

### Atlantis India (09/21 -12/22)

#### BD Executive:

1. *Conducting Market Research & Identifying Potential Clients.*
2. *Lead extraction of Decision Makers from different clients who are the prospective leads.*
3. *Cultivating Strong Relationship with new clients, while maintaining existing clients.*
4. *Handle End to End Sales Cycle from Opportunity generation to Product demo & closing the deal.*
5. *Learn & demonstrate the company to new prospective customers.*
6. *Negotiate & work on contracts.*
7. *Work with technical team to ensure alignment & provide a cohesive experience.*
8. *Nurture Leads to conversion faster across different geographies.*
9. *Identify, generate & maintain a healthy pipeline. Meet or exceed targets.*
10. *Build out active community platform for the customers.*

## Educational Qualifications:

Course	Institution	Year of Passing	Percentage
BTECH(COMPUTER SCIENCE ENGG)	St.Mary's womens engineering college,Budampadu	2017-2021	60.0%
INTERMEDIATE	Shivani junior college	2017	73.5%

S.S.C	Care English Medium High School	2015	87.5%
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### Area of Interest:

- C language
- Java basics
- Python basics

### Project:

Title : Network Intrusion detection with machine learning

Software Used : Python

Teamsize 4

### Description:

We have used two algorithms (SVM, ANN) to detect whether the request data contains normal or attack signatures. To avoid these attacks we have used IDS to monitor the data whether it has attack signatures, if it contains attack signatures then the request will be dropped.

In this algorithm we have applied correlation based and chi-square based feature selection algorithms to reduce dataset size and this is also used to remove the irrelevant data, so that the accuracy of prediction will increase.

### Personal traits:

- Hardworking and Positive Thinking.
- Good at Communication.
- Quick Learning Ability.

### Personal profile:

Harshavardhini Gudapati  
D/O Ankammarao Gudapati  
DOB: 16-08-2000  
Sex: Female  
Languages known :  
Telugu, English, Hindi

**Harshavardhini G  
cherukupalli**