Pranav Deep

Date of birth: 06/03/1999 | **Nationality:** Indian | **Sex:** Male | **Phone:**

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Address: Gartenstraße 8A, 85354, Freising, Germany (Home)

WORK EXPERIENCE

01/10/2024 – CURRENT Munich, Germany
WORKING STUDENT | IT INFRASTRUCTURE AND AI SCHLEICH

1.Involved in implementing Network Access Control (NAC) for IOT devices in the local office, strengthening security and access protocols.
2.Involved in developing technical documentation on the company's internal SharePoint, including setup guides, process workflows, and best practices for IT systems to streamline processes.
3.Collaborated with IT Team on software updates, license renewals, and hardware setups, ensuring compliance and seamless integration.
4.Involved in implementing a pilot AI project, working closely with cross-functional teams to introduce data-driven insights into company operations.

Address St.-Martin-Straße 102, 81669, Munich, Germany

01/02/2024 – 31/08/2024 Munich, Germany
WORKING STUDENT | CONSULTANT CAPGEMINI INVENT

1. Involved in system integration testing (SIT) for REST and Streaming APIs in an after-sales retail integration IT project for a German automotive company.
2. Involved in communicating with clients to gather requirements, provide status updates, and ensure alignment of project goals and timelines.
3. Involved in analysing CRM data and integrating streaming APIs for real-time data continuity, improving data accuracy and business decision-making.
4. Involved in aligning, finalising, and validating API's functionality with key stakeholders across client's group.
5. Developed dashboards using Splunk ES to monitor API performance and proactively address potential issues.
CORE SKILLS: REST and Streaming APIs, Hive MQTT, Visual Studio Code, Python, Atlassian Stack (Jira, Confluence), Information Technology (IT), Automotive Industry, After Sales, CRM Data Analysis

Address Olof-Palme-Straße 14, 81829, Munich, Germany

01/08/2022 – 01/07/2023 Vienna, Austria
SALES ENGINEER LOXONE ELECTRONICS GMBH

1**.** Involved in Sales, Partner Acquisition, and Key Account Management across Europe, Middle East, and Africa.
2. Involved in technical support include building management system programming, electrical engineering, and network management.
3. Planned and managed over 20 commercial building automation projects, including proposals to the final investor.
4. Conducted training sessions for partner companies explaining software, hardware, and project management.
CORE SKILLS: B2B Sales,Technical Support, Key Account Management, HVAC, Building Automation

Address Johannesgasse 14/2/35 , 1010, Vienna, Austria

01/03/2022 – 01/06/2022 Hamburg, Germany
BUSINESS DEVELOPMENT INTERN JOBMATCHME GMBH

1. Involved in market analysis of most important statistics in Europe regarding labour market insights.
2. Involved in development of an analysis tool in excel to evaluate relevant labour market KPIs as basis for an international strategy.
3. Involved in strategic market plan development and its implementation in European market.
CORE SKILLS: GTM Strategy, Statistical Analysis, Excel, Market Research

Address Zirkusweg 2, 20359, Hamburg, Germany

01/08/2021 – 15/01/2022 Frankfurt, Germany
BUSINESS DEVELOPMENT AND SALES INTERN BIZ4D

1. Involved in documenting qualified sales leads in a CRM system.
2. Involved in qualifying inbound and outbound leads against a pre-defined criteria.
3. Conducted outbound prospecting for new business account acquisition via cold call, LinkedIn Sales Navigator and Email.
CORE SKILLS: Lead Development, Outbound Sales, Cold Calling, CRM Documentation

Address Alte Mainzer Gasse 51, 60311, Frankfurt, Germany

EDUCATION AND TRAINING

01/10/2023 – CURRENT Munich, Germany
MASTER'S IN DIGITAL TECHNOLOGY MANAGEMENT, MSC. | GRADE: 1,6 Hochschule Munich

Type of credits ECTS | **Number of credits** 90

01/10/2018 – 06/09/2022 Schweinfurt, Germany
BACHELOR'S IN BUSINESS AND ENGINEERING, B.ENG. | GRADE:2,0 Technical University of Applied Sciences Würzburg-Schweinfurt

Field of study Major: Mechatronics | **Type of credits** ECTS | **Number of credits** 210 |

Thesis Application of Blockchain Technology in Digital Advertising

PROJECTS

01/10/2023 – 01/03/2024
Big Data and Machine Learning | Grade:1,3

I analyzed a large dataset collected from Hochschule Munich classrooms using IoT sensors. Conducted multiple supervised machine learning algorithms (Linear Regression, Multiple Regression, Decision Tree Regressor) to achieve a high accuracy rate (R^2 score of 0.97). Applied unsupervised machine learning algorithms (K-means, DBSCAN) to group classrooms with similar features, and developed a comprehensive report for a business audience using the CRISP-DM methodology.

01/10/2023 – 01/02/2024
Agile Project Management | Grade:1,0

I conducted interviews with multiple stakeholders from a German automotive company to understand how their agile team manage dependencies in the iterative development of a highly integrated product within a large-scale agile environment. I also analysed multiple large-scale agile framework (SAFe, LeSS, and DAD) and documented best practices in a report for efficient dependency management in such a large-scale agile environment.

LANGUAGE SKILLS

Mother tongue(s): **HINDI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1
GERMAN	B1	B1	B1	B1	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user

DIGITAL SKILLS

HTML | Git | Microsoft Office Suite (Excel, Powerpoint, Word) | B2B Sales | Zoho CRM | Remote Technical Support / Technical | Key Account Management | Atlassian (JIRA/CONFLUENCE) | Splunk ES | HIVE | Visual Studio Code | Python | Jupyter (Jupyter-lab/Jupyter-notebook) | Machine Learing | Gitlab