

# VIJAY PASI

Sales Engineer

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## SUMMARY

I am a versatile professional with a solid foundation in sales engineering and solution-oriented roles, complemented by extensive experience in software development and project management, particularly within the Unity3D environment. With a proven track record of delivering successful projects and driving sales initiatives, I am adept at bridging technical expertise with business objectives to provide innovative solutions. Seeking opportunities to leverage my diverse skill set in a dynamic sales or solution engineering role.

## SKILLS

- Product Management.
- Technical Sales Engineering.
- Programming Languages: C#.
- Technical Architecture Design.
- Pre-sales.
- Database Systems: MySQL, SQL.
- Solution Presentations and Decision-Making.
- Cross-Functional Collaboration.
- UNITY 3D, AR / VR / XR.
- Mobile Solutions.
- Proposal and Bid Preparation, RFPs/RFIs.
- Microsoft Excel, Confluence, Salesforce.

## EDUCATION

### Dr. A. P. J. Abdul Kalam Technical University

Bachelor's Degree in B.Tech Computer Science & Engineering  
2013 – 2017 70%

## CERTIFICATIONS

- **PRINCE2 Practitioner Project Management Certification**
- **PRINCE2 Agile Foundation in project management**
- **Business Analysis Basics - simplilearn**
- **Technical Program management - Udemy**

## ADDITIONAL INFORMATION

- Demonstrated commitment to continuous learning and expanding technical skill sets.
- Strong leadership skills, Strategic Planning skills & Proactive in staying updated with trending technologies and adopting early.

## PROFESSIONAL EXPERIENCE

### Sales Engineer (Wipro)

04/2022 - 29/02/2024

- I offer clear guidance on technical architecture and deliver detailed proposals tailored to your company's objectives, ensuring efficient and effective solutions.
- Assist clients in understanding how technical solutions benefit their operations, fostering stronger relationships and increasing sales opportunities.
- I provide valuable pre-sales guidance, delivering competitive proposals and responsive RFP/RFI responses to win and retain clients.
- With a proven track record, I ensure projects meet quality and timeline objectives, bolstering client trust and reputation.
- I've successfully delivered proposals across diverse technologies including React.js, Node.js, ASP.NET, Angular, MySQL, Oracle, Cloud, AR/VR, Native Apps/Hybrid Apps, and UI/UX.

### Software Engineer (Inkincaps)

06/2019 - 01/2021

- Simultaneously served as a software developer and project manager for Unity3D projects, overseeing development cycles and ensuring project success.
- **Secured a one-month business visa for project engagement in Qatar in December 2019, facilitating international project involvement and collaboration.**
- Managed both pre-sales and post-sales support processes, ensuring seamless customer interactions and satisfaction.
- providing technical consultation to stakeholders. Created AR/VR/XR applications.

### Software Engineer (Zeal Interactive services)

03/2018 - 06/2019

- Successfully spearheaded the development of a mobile app featuring immersive mixed reality experiences, while also managing pre-sales and post-sales support to ensure client satisfaction.

### Software Developer trainee (Custom Technologies)

10/2017 - 01/2018

- UI development and code development.