

Khushbu Gosalia

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Work Experience

(1)

- **Organization:** - Rove Technologies
- **Duration:** - September – 2025 to present
- **Job Title:** - Business development executive.
- **Job Role:** -
 1. Negotiate pricing, contracts, and terms to maximize profitability.
 2. Develop and implement effective sales and growth strategies to achieve business goals.
 3. Build and maintain strong, lasting relationships with clients, partners, and stakeholders.

(2)

- **Organization:** - Pinakin Infotech.
- **Duration:** - April - 2024 to Oct - 2024 (6 Months)
- **Job Title:** - Business development executive.
- **Job Role:** -
 1. Main focus to generate new leads or sales leads (IT staff augmentation).
 2. Collect data of email address, send cold emails and take follow-up on daily basis.
 3. Analyzing the market trends and lead generation on LinkedIn using sales navigator
 4. Data analysis by using networks and online research to identify and select new sale leads
 5. Collecting the client data email addresses to send cold email and developing connections with potential customers
 6. Build and develop new connections with new or existing partners using email , telephone , internet contact.

Internship Details (6 Months)

- **Internship Studio (As a Data Analytics) OCT-2023 To DEC- 2023**
 1. Data Analytics where I sharpen my skills in data collection , analysis and visualization
 2. I come to have hands on experience in data manipulation and interpretation using tools like **Python and SQL**.
 3. Enhanced my problem solving abilities through real world data challenges , contributing effectively to team objectives and project outcomes.
- **Slash mark (As a Machine Learning Internship) JAN-2024 To March-2024**
 1. Contributed to model development, training and evaluation for predictive algorithms.

2. Collaborated on implementing advanced algorithms for patterns recognition and predictive analytics.
3. Documented methodologies and findings , enriching team knowledge and project continuity.

Academic Qualification

Degree	School/College	University	Year Of Passing	(%)/CGPA
B. Tech (Computer Science)	Parul University	Parul University	2024	7.81
Diploma	Parul Polytechnic Institute	Parul University	2021	8.19
S.S.C	M&M Mehta High School	GSEB	2016	77.77 %

Major Project

- **Project Area:** Face recognition technology (**Privacy and Security**)
- **Project Title:** “FaceScan: Unmasking Identify Beyond the Surface”
- **Project Role:** Team member, Collect the data and analyze for developing the project methodology.

The project addresses the ongoing challenges in face recognition technology, focusing on variations in pose, illumination, expression and occlusion. Main aim to develop an advanced deep learning-based system for accurate, fast, and scalable face recognition and identification while prioritizing privacy and security through robust encryption and authentication methodology. The methodology involves three main components software module, hardware module, prediction algorithm. These components collect, process and analyze facial data for identification. The system identifies potential face regions in images, matches features with pre-stored face embeddings for known individuals, and classifies unknown faces. Recognized individuals' presence is marked and stored in a file name “entry.txt” with name provided, timestamp and location.

Technical Skills

- **Programing language:** C++, PHP, Python, HTML, SQL, Java, Java Script, NodeJS , Angular, ReactJS.
- **Operating systems:** Mac, Windows, Linux
- **Tools:** Microsoft outlook, Excel , Gmail , Apollo Email collection

Personal Trait

- Problem solving ability in effective manner.
- Adaptability, knowledge and focus work.
- Smart, enthusiastic and hard work.
- Decision making and dedication work

Achievements and Extra – curricular activities

- Paper Publication – FaceScan: Unmasking Identify Beyond the surface (Published in International Journal of Scientific Research in computer Engineering and information technology)
- Event Participation in Parul University – Techfest (2022).

Hobbies

- Travelling
- Listening Music
- Listening Motivational lecture

Personal Profile

Date of Birth	: 07/10/2000
Language Known	: English, Gujarati and Hindi
Nationality	: Indian
Gender	: Female

I hereby declare that all the details furnished here are true to the best of my knowledge.