RAJNEESH N. SHETTY

Flat no. 103, Sankalp Siddarth Apartments,

No.1 Srirampura 2nd Stage, Maduvana Layout,

Mysore- 570023

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E-MAIL : shettyrajneesh@yahoo.com.au

PROFILE : Creative problem-solver, persistent sales person and motivated team player. Goal-driven achiever with strong organisational skills and detail orientation.

SPECIALIST SKILLS: General administration, business development, marketing, sales, relationship management and customer support in the Information Technology industry with exposure to Australian and Indian markets.

CAREER OBJECTIVE: To evolve into an effective people manager with an Indian multi-national which encourages continuous learning and improvement to it's processes and business practices with a focus on innovation.

NATIONALITY : Australian of Indian origin (Overseas Citizen Of India)

LANGUAGES : English, Hindi, Kannada, Tulu & basic German

EDUCATION :

2012-current University Of Western Sydney, NSW, Australia

Bachelor Of Arts/Law, currently studying part-time

1998-2000 NSW Business College, Sydney, NSW, Australia (later renamed Central College)

Advanced Diplomas Of Management, Marketing and International Business

1989-1995 Bangalore University (M.S.R.I.T.) , Bangalore, India

Bachelor's course in Computer Science and Engineering

1986-1988 M.E.S. College Of Arts, Science & Commerce, Bangalore, India

Pre-University foundation course

1983-1986 St. Joseph's Boys' High School, Bangalore, India.

I.C.S.E. (Indian Certificate Of Secondary Education, equivalent of the Cambridge Syllabus)

WORK EXPERIENCE : over 21+ years in the Information Technology industry

2008-Current, Independent Consultant. - PSP & recruitment

specialist, Sydney, Australia & India

2007-2008 Senior Account Manager, Shearwater Solutions, Sydney, Australia

2006-2007 Freelance Consultant, AM Consult, Germany

2005-2006 Consultant, Aichy IT-Design, Sydney, Australia

2003-2005 Undertook various temporary roles in Marketing and Sales which included brief stints with AAPT & Avnet Computer Marketing

2002 Marketing Manager, Direct IT Pty Ltd. Pyrmont, Sydney, Australia

2001-2002 Coverage Sales & Transformation, IBM Australia Ltd., Sydney, Australia

2000-2001 Marketing, Direct IT Pty Ltd., Pyrmont, Sydney, Australia

1999 Account Manager, INTEC Group Pty Ltd., Sydney, Australia Marketing Specialist, Telesystems Applied Computer Networks Pty. Ltd., Sydney, Australia

1995-1998 Marketing & Sales Executive, VXL Instruments Ltd. Bangalore, India

CAREER ACHIEVEMENTS :

- **2007-2008** Responsible for positioning GIAC & SANS training in the A/NZ market

- **2001-2002** IBM Customer Satisfaction Champion Award by IBM A/NZ

- **2000-2001 & 2002-2003** Responsible for market penetration of many new entrants(products/solutions & Companies) into the A/NZ marketplace

- **1995-1998** Responsible for turning around Stallion Technologies business in the Indian market & introducing EMC's storage/warehousing solutions into the Indian market

AFFILIATIONS :

Former member - A.I.S.A. (Australian Information Security Association)

REFERENCES: available on request

TECHNICAL PAPERS :

1. **1995: Programmable D.C. Load** - A technical project report and fully functioning working model of a programmable D.C. load for testing of power supply regulation using a Personal Computer as a controlling device.

2. **1995: PC Paint** - A technical project report and fully functioning software program designed and developed using C++. It is an icon based G.U.I. paint package with mouse support which facilitates free hand drawing, geometric shapes, defining of colours and filling patterns.