Goutham Malliah Subramaniam Muthuvel

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Career Objective

An MBA graduate seeking a Business Development role to put forward my ideas and expertise to develop and manage productive relationships and organizational operations.

Work Experience

MEMBER OF DEVELOPER RELATIONS, CONTRACTIQ, INDIA — JUNE 2015 - JULY 2016

- Obtained data on 1000+ companies throughout the world and provided quality service on our platform.
- Performed surveys on mobile application development companies in the top 10 cities in the US and India by rating them on various criteria, and published reports on the same.
- Onboard development shops from all over the world with varying skillsets to meet the requirements of the clients.

Education

Curtin University, Perth, WA – Master in Business Administration (Global), January 2019

SSN College, Anna University, Chennai, India – Bachelor in Computer Science & Engineering, 2015

Learning Experience

CONSULTATION INTERNSHIP FOR CURTIN UNIVERSITY'S CAFÉ PROJECT

- Performed a feasibility analysis for a potential café for Curtin University and composed a business plan for the proposed option.
- Implemented primary research which included customer behavior patterns and competitor analysis.
- Provided a cost-benefit analysis, sales forecast and a break-even analysis for the café.

STRATEGY INVESTIGATION FOR UDREW USING DESIGN THINKING

- Worked alongside a startup to revise and compose a new business model.
- Utilised empathy maps, we identified, analyzed and compiled stakeholder requirements.
- Analyzed the internal and external environment for the company and composed value propositions for the company.

Leadership Associations

CHIEF FINANCIAL OFFICER, MBA GLOBAL HUB, CURTIN UNIVERSITY

- Drew budgets and manage expenses for hub events.
- Liaised with the President and the CEO in managing the bank accounts for the Hub funds.

EVENT COORDINATOR –COMPUTER ENGINEERS' ASSOCIATION, SSN COLLEGE, INDIA

- Built a chart of events for scheduled accordingly for better flow of operations.
- Managed a team to organize the events with ease and better supervision.

Skills

- Computing Skills: MS Word, MS Excel, MS PowerPoint, Basic Programming Skills.
- Soft Skills: Customer Service, Effective Communication.

Volunteer Work

- Member of The Paint Box, India. A small initiative to bring about social responsibility on the streets and to address the problems of waste management.
- Sea Turtle Conservationist. Tracking and identifying turtle nests and collecting turtle eggs and restoring them safely in a hatchery.