

Nabeel Khan

SOFTWARE DEVELOPER - Python, Java, & Algorithmic Thinking

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SKILLS

- **Programming & Development:** Hands-on with Java, Python, and JavaScript, and experienced in debugging.
- **Full-Stack Engineering:** Built applications using Spring, Django, React, API development, RESTful services.
- **Database & Version Control:** Proficient in MySQL, PostgreSQL for schema design and performance tuning.
- **Optimization:** Applied algorithms to optimize code and resolve technical issues in system development.

WORK EXPERIENCE

Technical Sales Expert

September 2023 – Present

Nordia (Bell Canada)

Remote, Ontario

- Delivered tailored solutions for Mobility, TV, Smart Home products to over 2000 customers, driving sales, achieving a 95% customer satisfaction rate while exceeding sales quotas, boosting upselling success by 15%.
- Managed the full sales cycle, prospecting, closing sales for Mobility, Internet, Smart Home Security products, leading to the successful sale of 6000+ products, optimizing revenue generation with high conversion rates.
- Addressed customer objections through feature-based product demonstrations, CRM-driven behavioral analysis, and targeted solution selling, resulting in a 10% increase in retention and measurable reduction in churn rate.
- Coordinated cross-functional workflows between technical support, and logistics teams using CRM ticketing systems and SLA tracking tools, streamlining post-sale service delivery and reducing installation delays by 20%.

Associate Engineer-Technology

September 2020 – September 2021

Virtusa Inc.

India

- Initiated a web-based Online Check-in/Checkout system for top US hospitality clients using Spring Boot, Angular 8+, and enhancing guest experience, improving system response time by 20% during the COVID-19 pandemic.
- Conducted automated check-in/checkout features, reducing guest waiting time by 30% and boosting operational efficiency, while designing APIs and optimizing frontend functionality for seamless user interaction.
- Integrated RESTful APIs including Razorpay for payment processing and KYC services for identity verification using JSON over HTTPS, ensuring 100% secure transactions and compliance with PCI-DSS and ISO/IEC 27001.
- Enhanced code quality by 25% through Agile Scrum practices, including sprint retrospectives, conducted peer reviews using GitHub pull requests and static analysis with SonarQube, ensuring production-ready code.

Software Developer Intern

January 2020 – August 2020

Sm.Devops

India

- Organised and deployed Java-based Full Stack web apps using Spring Boot and Angular, implementing scalable APIs that reduced server response times by 25% and enhanced user interaction across many projects.
- Led end-to-end delivery of 5+ web applications, aligning with business needs and client requirements, improving functionality, performance, and engagement through efficient front-end design and backend integration.
- Implemented end-to-end CI/CD pipelines using Jenkins, Git, and Maven for Java-based microservices, automating build, test, and deployment processes, which reduced manual intervention and deployment time by 40%.
- Refactored and modularized legacy monolithic codebase using design patterns and practices in Java and Spring Boot, improving code maintainability, reducing technical debt, and accelerating developer onboarding by 30%.

PROJECT

Smart India Hackathon Project

March 2023

Backend Developer, India

- Developed backend for a sewage treatment plant monitoring system using microservices architecture and cloud-based infrastructure, enabling real-time data visualization and enhancing system monitoring efficiency by 30%.
- Optimized RESTful APIs, and Simplified caching mechanisms and load balancing for faster response times, and improving system reliability and ensuring data integrity for over 500 users with real-time data processing.

EDUCATION

Graduate Certificate in Project Management

September 2022 – April 2023

Georgian College, Ontario

Graduate Certificate in Business Analytics

September 2021 – April 2022

Seneca College, Ontario

Bachelor of Computer Science

August 2016 – September 2020

Dr. A.P.J. Abdul Kalam Technical University, India

CERTIFICATIONS

- Oracle Certified Associate Java SE 8 Programmer (Completed Sep 2020)
- AWS Certified Developer– Associate (In-Progress)