

Curriculum Vitae

Contact Details

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Personal Profile

I am a Software Engineer from Aalborg University, who not only is technically and professionally capable, but in particular also possesses social skills to work problem-oriented in a group with different people with varying competences.

Currently, I am employed as a software development sales engineer at the software development company GoApplicate A/S, where I work with technical solution selling of software.

In my Master's Thesis, I focused on creativity in software development, and more specifically on idea generation, management and maturation – I received an A for my thesis.

Through my work experience in student jobs, I have acquired skills in fields such as IT support and teaching, canvassing/sales and telemarketing.

In regards to voluntary work, I am a "Role Model" at the Danish IT trade organization, where I try to inspire students to choose an education and career within the field of IT, and furthermore, I am a member of Junior Chamber International's Aarhus apartment, where we initiate charity projects across disciplines, as well as part of the steering group for youth members of the Danish Engineering Association IDA.

In my spare time, I perform my own songs and also improvised rap at, e.g. MC's Fight Night and Roskilde Festival, and through this, I have learnt to generally perform my best in front of a very large number of people.

Work Experience

2010 - Software Development Sales Engineer *GoApplicate A/S*

Working with the process from contacting potential customers to identifying and understanding their business processes and how software can help them, and finally selling the development of software that can meet the customers' business needs.

Education

2005-2010 M.Sc. in Software Engineering, Aalborg University

Professional focus areas:

- Software innovation
- Information Systems
- Management of software development projects
- Agile principles

- Object-oriented Analysis & Design

Master Thesis (received grade: A):

“Method to support the use of argumentation theory as a foundation for enhancing creativity in idea generation and maturation in software development projects”

Yield:

- Development of own method based on combination of existing theory about idea development and maturation for software projects, and our own contributions
- Experience with using creative processes in the idea development phase

2002-2005 Student, Higher Technical Examination, Uddannelsescenter Herning

Student Work Experience

2009 - 2010 Student IT worker

International Center of Innovation, Aalborg University

Work Tasks:

- Finding relevant Web 2.0 based tools to streamline the work day of employees, company partners and researches, who all work with innovation of business models
- Analyzing existing IT tools in preparation for choosing the most relevant ones in regards to specific requirements
- Development of documentation for use of the IT tools
- Rolling-out of the IT tools to parties involved
- Delivering of IT services, through telephone, online and personally
- Development and communication of policies about “correct” use of the IT tools

Result:

- I succeeded in rolling-out a set of IT tools and especially the mindset behind Web 2.0 to several employees, company partners and researches, and through this reducing their use of emails and eliminating superfluous correspondence.

Yield:

- Experience with communicating advantages of IT tools to non-technicians
- Experience with performing needs analysis and choosing relevant tools
- Experience with presenting the motivation behind the use of new tools

2006-2010 Telemarketer/phoner

Almindelig Brand A/S, Bering IT Partner ApS & Plus One ApS, Aalborg

Work Tasks:

- Booking of meetings between insurance agents and individuals/companies
- Training and coaching of new telemarketers
- Canvassing B2B selling of telemarketing software

Results:

- I was one of the top performers in regards to number of meetings booked
- I introduced Google Docs to Plus One ApS, making the timetable planning of meetings and duty rosters web-based, optimizing the working procedures

Yield:

- Experience with unsolicited arousing of potential customers’ interest in products
- Experience with coaching, training and teaching of new employees
- Software experience: Lotus Notes, AniTa Terminal Emulator and CRM and telemarketing software

2008 – 2009 Outsourcer & telemarketer

HiT Media ApS, Aalborg

Work Tasks:

- Canvassing potential outsourcing subjects
- Development of specification requirements in English to be developed/programmed in India
- Selling of online advertisement

Results:

- I sold advertisement for DKR 40,000 in one month—which was more than what the full-time sellers sold for the same month

Yield:

- Experience with outsourcing of programming tasks (to India)
- Experience with communicating information between an IT project manager and customer in Denmark
- Experience with B2B selling of online advertisement

2005

My Own Company

Young Enterprise Denmark

Work Tasks:

- Starting own company (DynaProof I/S) for development of CMS-based websites and authoring of text for smaller companies
- Accountancy
- Finding and servicing of customers

Result:

- Ended up no. 2 in the regional championship and qualified for the national championship

Yield:

- Experience with establishing and carrying on my own company and attracting potential customers
- Experience with presenting the products of the company at trade fairs

2003 – 2005 Shop Assistant

SONOFON A/S (nu Telenor A/S), HerningCentret, Herning

Work Tasks:

- Customer services, i.e., sales and support of mobile phones and subscriptions
- Receiving, examination and shipping of mobile phones that need to get repaired

Yield:

- Experience with simplifying and communicating complicated information (e.g., subscription types/plans)
- Experience with handling of difficult/dissatisfied customers
- Learned to maintain a high level of service for the customers—also at the end of the day
- Software experience: Navision

Positions of Trust and Voluntary Work

2011 – Member of steering group
Yngre Fagligt Forum, youth department of the Danish Engineering Association IDA

2011 – Member
Junior Chamber International, 8000 Aarhus department

2011 – Role Model
The Danish IT Association

2007–2011 Team Manager, Aalborg
Chili Group ApS

Languages

Danish	Mother tongue
Tamil	Mother tongue
English	Fluent
Scandinavian	Conversational
German	Basic

Additional Information

In my spare time, I have since 2006 performed improvised rap, which is a discipline where you get a keyword from the audience, and then, a few seconds after, must improvise a minute of rhyming rap verse about the keyword. The improvisational rap has to be performed in accordance to a beat, while there is an opponent who you must “combat” verbally in rhymes.

This discipline has taken me far, e.g., to 3 performances in a sold-out KB Hallen (at the show “MC’s Fight Night”) and twice at the Roskilde Festival in front of 12,000 people in the crowd.

A complete overview of my performances from 2006 until today can be viewed at:

<http://www.luxshan.com/rapcv>.

Furthermore, in March of 2009, I released an online demo EP with 4 self-produced songs, which I have performed at different concerts around the country—moreover, this year, I have, along with my producer, written songs for a show at Aalborg Theatre, as well as the official song for the Aalborg Carnival.

Through my hobby, I have learnt to communicate a message to an extraordinarily large group of people—through the improvisational rap, I have learnt to formulate and express myself comprehensibly (in rhymes) while thinking of the next sentence, and, thus, to perform my best under colossal expectations.

Besides my musical hobby, I have a great interest in sports, especially football (soccer), which I used to play for 10 years. I am, furthermore, non-smoker and have a driver’s license.

References

References can be sent on request.