THE
nuvepro
TIMES

Feb 2024

TEAM X Edition

Word of the month:

Espouse- choose and follow a theory, idea, policy, etc.

The organization espouses a culture of innovation, encouraging employees to think outside the box.

Thought of the month

"To live a fulfilled life, we need to keep creating the 'what is next', of our lives. Without dreams and goals, there is no living, only merely existing, and that is not why we are here." — Mark Twain

Song of the month:

Open positions:

Position vacancy: Intern - Hunting and Research (Lead Generation - Sales)

Numbers: 1 no.
Desired candidate Profile:

- MBA from a prominent university/ B-school
- Proficiency in English communication and email writing skills
- Excellent knowledge of MS Word, Excel, PPT and CRM tool
- Thorough understanding of marketing and negotiating techniques
- Aptitude in delivering attractive presentations
- Articulate, Organized, empathetic, self-motivated, result-driven, fast learner, and passionate about meeting people, sales and customer relationship
- Willingness to do telecalls and travel to client place as and when required
- Immediate joiners preferred
- Hybrid mode of working – 3 days in office and 2 days field visit

Responsibilities:

- Working closely with the manager or assigned staff member, and completing all allocated tasks
- Actively seeking out new sales opportunities through cold calling, networking, and social media
- Setting up meetings/demos with potential clients
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Negotiate/close deals
- Own the entire sales process from leads to sales to invoicing to collection
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams
- Participate on behalf of the company in exhibitions or conferences
- Meeting the weekly/ monthly sales targets

Position vacancy: Senior Sales Manager (EdTech)

Nos: 2 numbers
Responsibilities:

- Research accounts, identify key players, and generate interest (via emails/cold calls)
- Articulate Nuvepro's value proposition to decision-makers and assess areas of interest
- Coordinate availability of appropriate internal team members and preparation of appropriate collateral
- Being part of the entire sales process and providing a weekly progress report
- Conduct product demos as required
- Take deals to closure
- Willing to travel as required

Desired candidate profile:

- Persistence - Ability to follow up and convert a lead into a customer
- Ability to work in a team environment - Collaborate internally with a focus on getting the job done
- Good command of English (reading & writing) and the ability to converse freely and build a rapport over the phone
- Experience in the Inside Sales process
- Experience in an analytics sales or pre-sales environment engaging with US clients (preferred but not required)
- Experience in mining accounts using various tools and techniques, use of CRM and Microsoft products
- 5 to 12 years overall experience
- Willing to deliver as an individual contributor.
- Experience in interacting with Learning & Development teams / Universities and Learning aggregators is desired
- Candidates who are immediate joiners/able to join in the short notice are highly preferred.

Weekend short solo ride with my Triumph Speed 400

I recently bought my first bike, and my riding experience so far has been amazing. One thing I wanted to do was go on a solo ride, so I planned a trip for the weekend to Ramnagara. I started my ride in the afternoon and had the best time on the highways. Along the way, I met new people and had a chat with them for a while. Additionally, I gained some riding experience. When I reached Ramnagara Betta, I clicked some pictures of my bike, after that, I went to start the trek but unfortunately, the betta was closed, so I had to turn back.

Authored By

Manjunath A

Software Engineer - Engineering

The Irresistible Allure of 'Suits':

A Tale of Legal Intrigue, Sharp Style, and Unforgettable Bonds

"Suits" is a popular legal drama television series that premiered in 2011 and ran for nine seasons until 2019. Here's why I would like to recommend it.

Intriguing Plot:

"Suits" follows the story of Mike Ross, a college dropout with an eidetic memory, who starts working as a law associate for Harvey Specter, despite never having attended law school. The series explores the challenges they face in maintaining this secret and navigating the high-stakes legal world.

Dynamic Characters:

The show features well-developed characters with distinct personalities. From the brilliant but unconventional Harvey Specter to the resourceful and quick-witted Mike Ross, each character adds depth and complexity to the storyline. The relationships and interactions between characters contribute significantly to the show's appeal.

Legal Drama and Strategy:

"Suits" offers a captivating look into the legal world, showcasing intricate courtroom drama, negotiations, and legal strategies. The series provides a mix of intense legal battles and strategic maneuvering that keeps viewers on the edge of their seats.

Professional Fashion:

The characters in "Suits" are impeccably dressed, and the series is known for its stylish portrayal of professional attire. Recommend the show to those who appreciate sharp suits, sophisticated fashion, and the overall aesthetic of a high-powered corporate environment.

Humor and Wit:

Despite its serious legal theme, "Suits" incorporates humor and witty dialogue throughout the series. The banter between characters, especially Harvey and Mike, adds a lighthearted touch to the show and makes it enjoyable for a wide audience.

Compelling Relationships:

The series explores various relationships, both personal and professional. Whether it's the mentor-mentee bond between Harvey and Mike or the romantic entanglements of the characters, "Suits" weaves a web of relationships that adds emotional depth to the storyline.
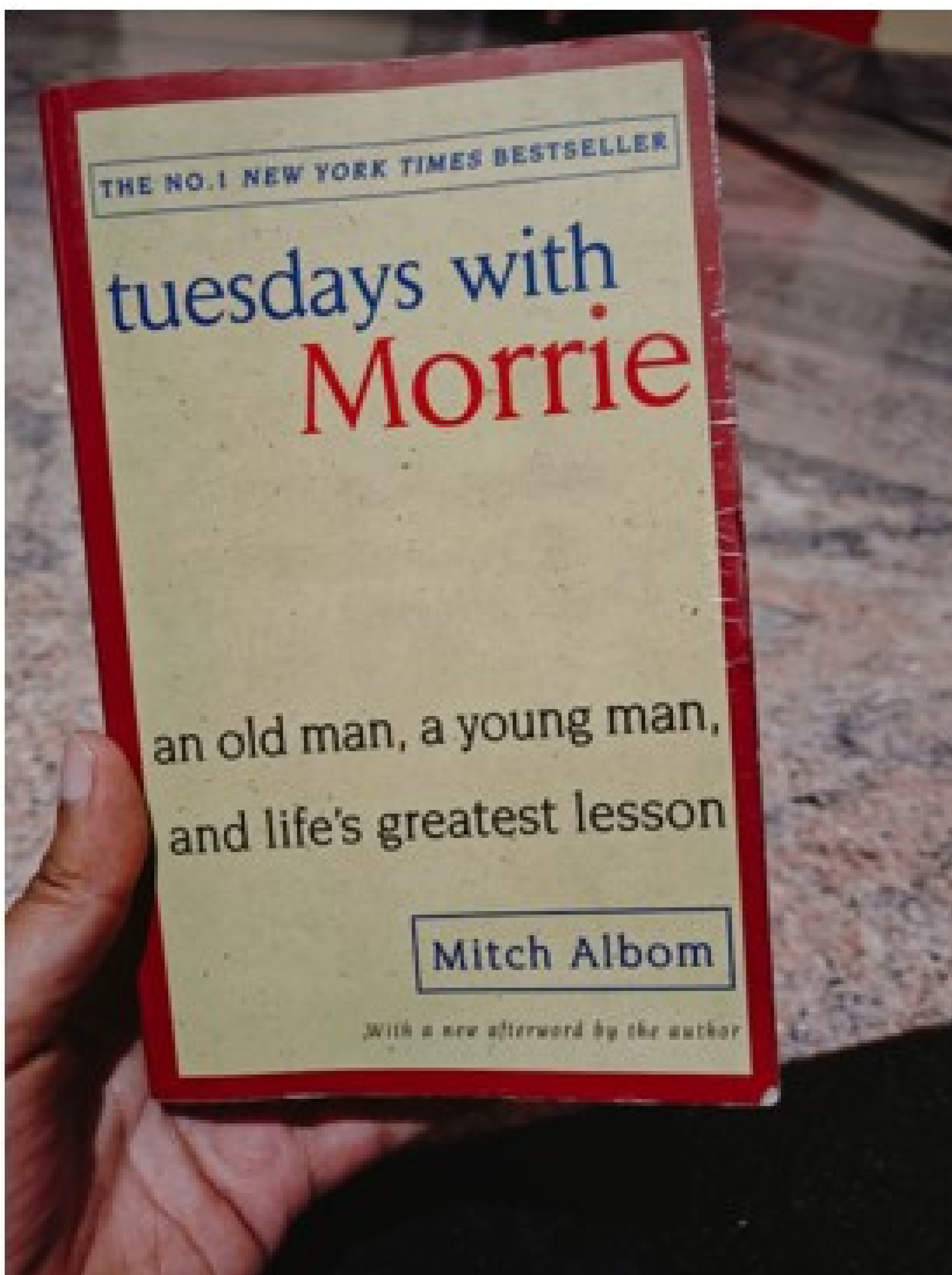
Twists and Turns:

"Suits" is known for its unexpected plot twists and turns. The writers keep the audience guessing, and the characters face numerous challenges that make for a gripping narrative. If you enjoy unpredictable storylines, "Suits" won't disappoint.

Themes of Loyalty and Friendship:

The series emphasizes themes of loyalty, trust, and friendship. The strong bonds formed between characters create a sense of camaraderie that resonates with viewers. Recommend the show to those who appreciate stories that delve into the complexities of human relationships.

Authored By
Manasa S
Intern - TeamX

The Book That Holds My Heart!

I'd like to write about a book that is close to my heart. It's titled 'Tuesdays with Morrie'. It is a deeply moving memoir written by Mitch Albom. The book tells the story of Mitch Albom reconnecting with his old college professor, Morrie Schwartz, who is dealing with ALS, a disease also known as Lou Gehrig's disease. The book is based on real-life events and conversations between Albom and Schwartz, which occurred for fourteen consecutive Tuesdays.

The story begins with Mitch, a sports journalist, noticing his former college sociology professor, Morrie, on television, where he discovers Morrie is dying. This prompts Mitch to initiate weekly meetings with Morrie for discussions about life's profound aspects.

Morrie's wisdom encourages readers to ponder life's important questions that often get overlooked in our busy lives. His thoughtful insights challenge the usual ideas about success and happiness, reminding us to cherish relationships and appreciate the deep connections we share with others.

At its heart, this book is all about the strength of friendship and the important things we can learn from those who are nearing the end of their lives. It reminds us to appreciate every moment and to live our lives with purpose and honesty.

Therefore, I highly recommend everyone to pick up a copy of "Tuesdays with Morrie" and delve into its pages at least once. It's a book that not only touches the heart but also leaves a lasting impact, reminding us of the beauty of human connection, the significance of living authentically, and the profound wisdom that can be gained from those who have journeyed through life's trials.
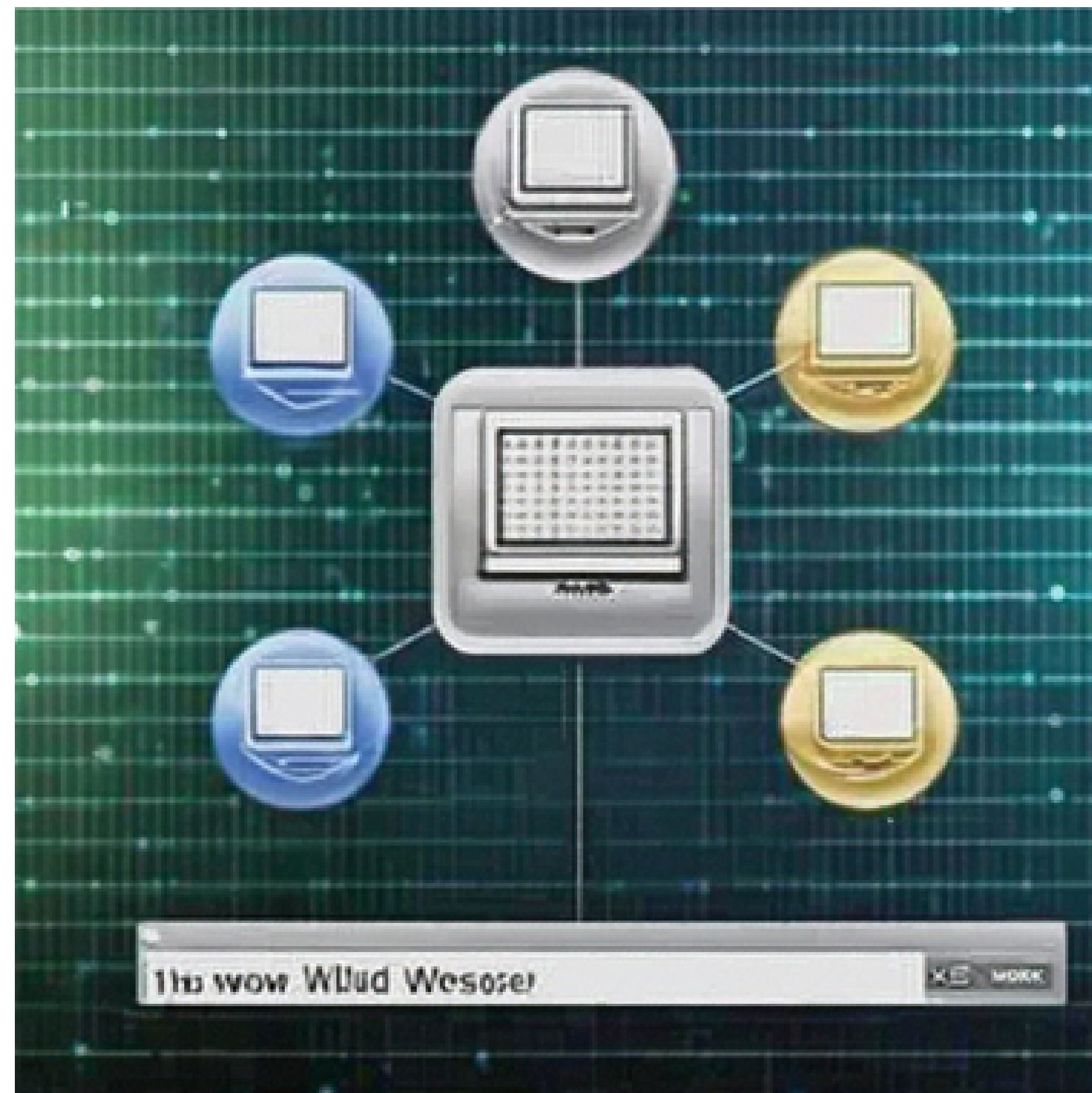
Authored By

Thanushree S

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My Journey Through Tech: From Floppy Disks to AI

Remember the days of bulky desktop computers and the screeching sounds of dial-up internet? That was the world I was born into, the 90s. Back then, personal computers were just becoming a household staple, and brands like IBM and Compaq were the kings of the game.
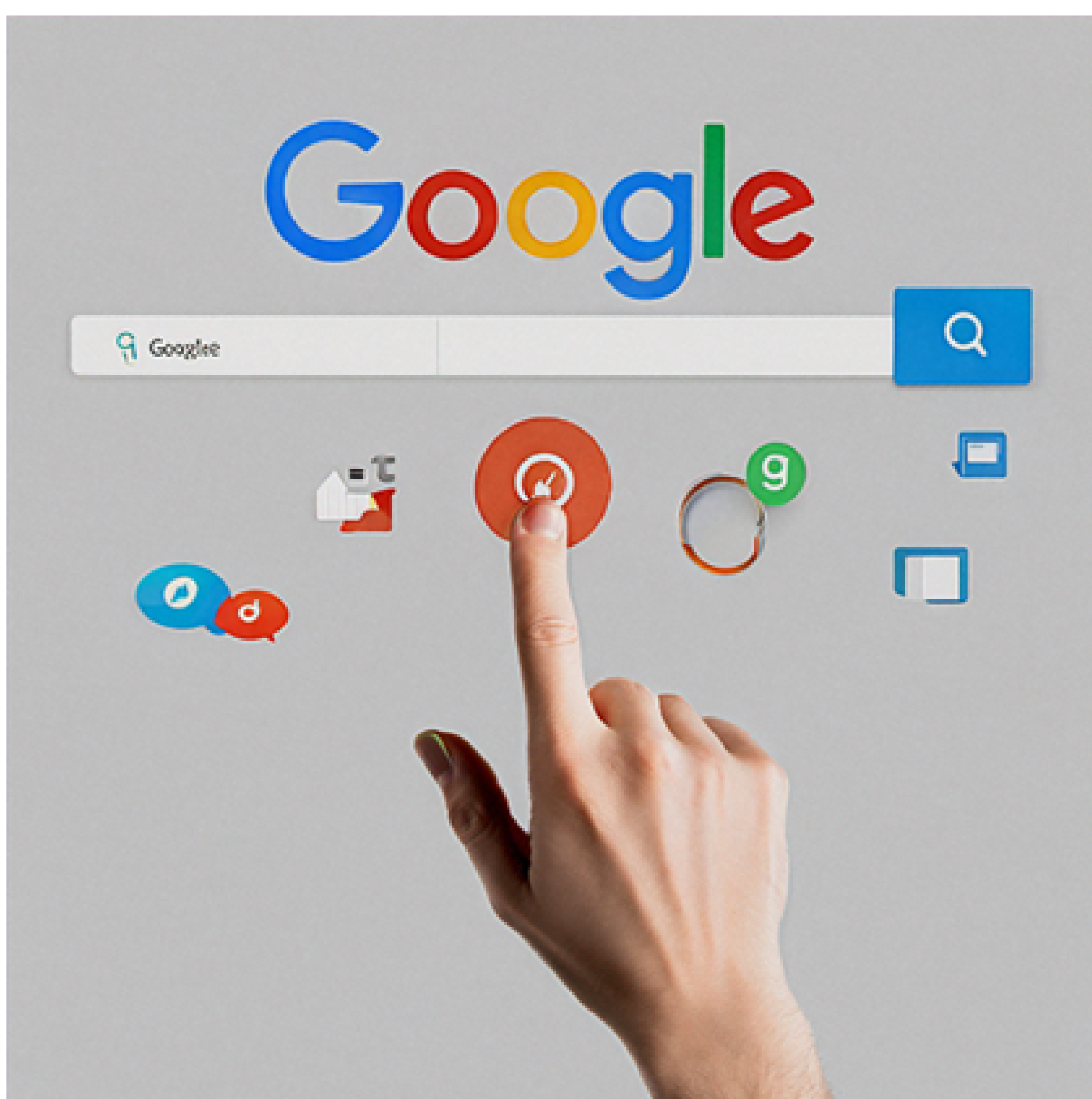
The internet itself was a novelty in those days. Connecting meant enduring those agonizing dial-up tones, but once connected, it opened doors to a world of information and communication previously unimaginable. The invention of the World Wide Web in 1989 marked a pivotal moment, and Mosaic, the first widely used web browser, allowed us to navigate the web visually, paving the way for the internet revolution.

While we didn't have the sleek smartphones of today, the 90s had their own iconic gadgets. From the bulky brick phones and pagers to the portable CD players and Tamagotchi, these devices shaped the way we communicated and entertained ourselves.

The 2000s ushered in a new era - the age of connectivity. Social media platforms like Facebook, MySpace, and Twitter exploded onto the scene, completely changing how we connect and share information. This decade also saw the birth of the smartphone, with the iPhone launch in 2007 forever altering the landscape of mobile communication. Suddenly, we had phones that combined functionality with internet access, music players, and cameras, becoming an essential part of our daily lives.

Search engines like Google revolutionized how we accessed information in the 2000s. Organizing the vast amount of data on the internet, Google made finding information easier and faster than ever before. Online services like banking, shopping, and streaming also gained popularity, offering convenience and transforming our daily routines.

The 2010s witnessed a mobile app frenzy, offering everything from communication tools and games to productivity suites and on-demand services. These apps completely transformed how we used our smartphones, making them an extension of ourselves.
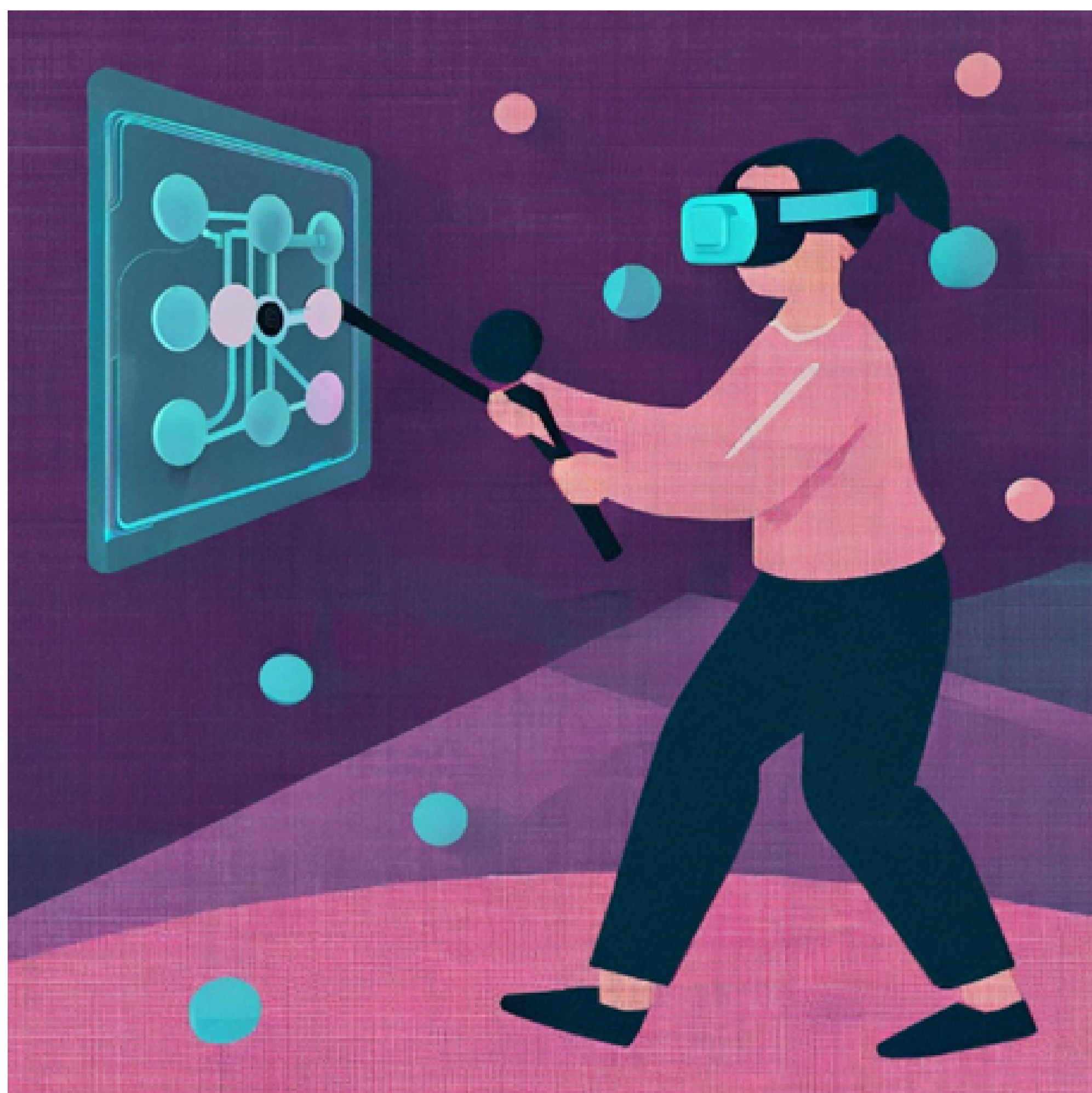

Cloud computing emerged as a game-changer in the 2010s, allowing us to store data and access applications online instead of relying on clunky local storage devices. This shift towards "the cloud" offered increased accessibility, scalability, and collaboration. Wearable technology like fitness trackers and smartwatches also made their mark, allowing us to monitor our health, receive notifications, and interact with our smartphones in new ways.

the cloud

However, the 2010s also saw the growing influence of social media platforms, raising concerns about privacy, misinformation, and online addiction.

As we entered the 2020s, the world continued to evolve at an even faster pace. Artificial intelligence (AI) rapidly transformed various aspects of our lives, from facial recognition technology to self-driving cars, sparking discussions about its potential and ethical implications.

Virtual reality (VR) and augmented reality (AR) technologies also emerged, blurring the lines between the physical and digital worlds, offering immersive experiences in gaming, education, and healthcare. As technology continues to advance, cybersecurity concerns become ever more crucial, reminding us of the importance of protecting our personal data and systems in the digital age.

Looking back, it's incredible to witness the remarkable evolution of technology over the last three decades. From the bulky desktops and dial-up days to the sleek smartphones and AI-powered world of today, the journey has been nothing short of extraordinary. And who knows what the future holds? As we move forward, I can't wait to see what exciting advancements will continue to shape our world in unimaginable ways.

Authored By

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Software Engineer - Experiential Learning

Slum Golf

Unlike typical sports dramas, "Slum Golf" delves deep into Pawan's life in the slums and explores the personal struggles of other characters, including his coach, Gautam Rane (Sharad Kelkar), the Bombay Royal Golf Course's secretary Kumud Bajpai (Sumeet Sachdev), and the strained relationship between Kumud and his golfer son, Gaurav (Arjan Aujla).

The series weaves multiple storylines, such as Pawan's love affair with Aarushi (Vallari Viraj), slum demolitions, and his friendship with Gaurav, often disrupting the narrative flow. The initial episodes, each around 45 minutes, struggle with prolonged and slow sequences, making it challenging to establish a firm footing until mid-season. However, the latter half gains momentum as Pawan steps onto the golf course.

"Slum Golf" also addresses issues like nepotism and the scrutiny faced by athletes' romantic partners. It explores the dismissal of their aspirations, emphasizing that dreams can be more significant than the star player's.

In its well-crafted second half, the series delves into Pawan's internal conflicts as he navigates sponsorship offers, presenting the dilemma of choosing between opportunities and responsibilities. The storyline reflects on universal themes such as vulnerability, self-imposed pressures, and the necessity of facing setbacks to achieve larger victories. Pawan's words, "He won, and I learnt," encapsulate the series' deeper reflections.

The performances in "Slum Golf" are noteworthy, with Mayur More delivering a compelling portrayal of Pawan—a caddie and gifted golfer torn between aspirations and reality. Sharad Kelkar impresses as the tough-to-please coach with hidden misgivings, while supporting cast members, including Bhoomika Meena, Satyam Sharma, and Shivraj Waichal, add depth to the narrative.

 While offering glimpses into golf as a game, "Slum Golf" struggles with an inconsistent flow, lacking the gripping excitement found in other sports dramas. Despite this, the series presents a unique perspective on the challenges faced by those emerging from unconventional backgrounds in the world of golf.

Authored By

Prajwal Hulamani

Software Engineer - Experiential Learning

"Learning something new"

While learning skills that help you grow in your career definitely propel you forward, other learnings, like learning to drive a vehicle, can move you ahead in different ways.

I'm about to hit my 30s and never learned how to ride a bike or drive a car. However, I recently began attending driving classes.

Here's what I've learned beyond gears, clutch, and brakes:

Sense of accomplishment and independence:

There were days in college when my friends would brag about riding, not realizing what they were boasting about. Now, after all these years, I understand what it means. You can simply tread anywhere you want, without relying on others. The feeling of freedom and accomplishment that comes with it is truly rewarding.

Increased responsibility and awareness:

Learning to drive teaches you responsibility on the road. It increases your awareness of traffic rules, safety procedures, and the needs of other drivers and pedestrians

Empathy and appreciation:

I had some bad experiences while learning to drive as a beginner, like accidentally stalling the car in the middle of the road. The honking and rude stares only added to the stress of driving safely. Now, when I see another learner driver, I realize I was once in their shoes.

I truly appreciate the effort of school bus and public transport bus drivers who navigate busy traffic and poor roads to ensure our safe arrival.

While learning to ride a bike or drive a car at any age allows you to reap the benefits of those skills, there are some perks that you might miss out on when acquiring these skills later in life:

The fun of college life: I think I missed a fair chunk of college fun because I couldn't ride. I guess those days are over for me.

Fearlessness: I always thought it was risky to learn to drive a car or bike, and that navigating them required a lot of skill. But honestly, with a bit of practice, you can do it too! It just took me a long time to realize this.

New Experiences: Gaining new experiences broadens our understanding, and gaining these experiences at a young age really helps.

Ultimately, as the saying goes, "sooner is better," but it's also true that "it's never too late."

With electric vehicles and self-driving cars seeming to be the future, it's a good idea to learn to drive earlier and enjoy the thrill of it before manual transmissions or driving itself becomes obsolete.
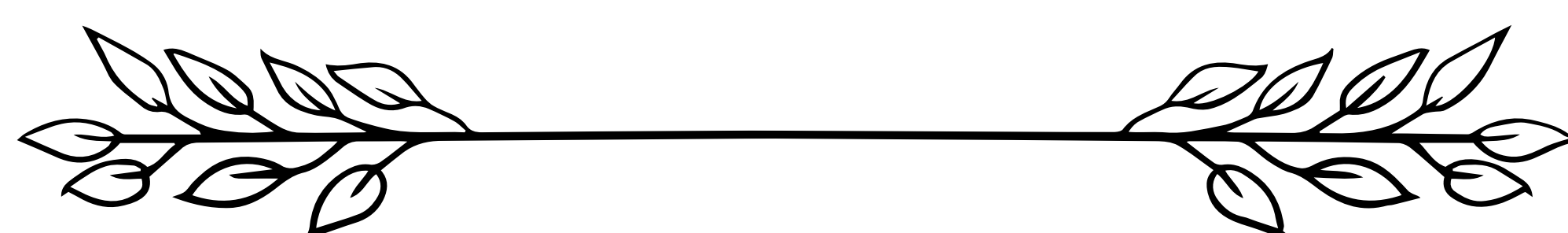
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Thank You

Team X for your Contribution

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