

Manish Sharma

Date of Birth: 16th March 1972

Professional Experience

July 2000 - **Simply Graphix** **Hyderabad**

- Simply Graphix provides graphic design, web related solutions (online advertising, web site and web application development) to small and medium sized businesses.
- Our expertise lies in graphic design (logos, brochures, print ads, etc), online advertising, web site development, e-commerce solutions and web based applications.
- We have customers in India, the United States, Canada, the United Kingdom, Italy, Norway and Australia.

FontMagic

(www.fontmagic.com)

Largest True Type Fonts directory on the Internet with over 5000 free and shareware fonts for download. All fonts classified alphabetically and divided into 20 categories. The site also features more than 1000 web page backgrounds, design tips and a typography section.

WebdevelopersNotes

(www.webdevelopersnotes.com)

An invaluable resource for web developers, containing hundreds of pages of original content; tutorials (HTML, JavaScript, Flash, SQL), tips and tricks, web page design, web graphics design, resources and much more.

Biotechdesk

(www.biotechdesk.com)

India's premier Biotechnology portal. It serves as an online meeting place for the two primary biotechnology groups, academicians and industrialists providing valuable information, news and web resources. Biotechdesk also offer a range of offline services.

- ❑ www.EveryHit.com
- ❑ www.RXstat.net
- ❑ www.LifeScienceComputing.com
- ❑ www.ChemiNatura.com
- ❑ www.DamodarRopeways.com
- ❑ www.Meowfinalanswer.com
- ❑ www.Washtex1.com
- ❑ www.FPResidencySantarosa.org
- ❑ www.GubbaGroup.com
- ❑ www.Torrean.com
- ❑ www.Alliedscientific.com
- ❑ www.nay-vel.com
- ❑ www.Franchise-1.com
- ❑ www.APEducation.com
- ❑ www.HitsFixer.com
- ❑ www.Bent-ct.com

Web Advertising and Promotion

Some of our important clients include Elance.com, Ebay.com, NPSGlobal.com, ResumeRoadRunner.net, USA-Green-Card.com, ErotikExpress.com, 4everhers.com, StinkyDave.com and Emu-Solutions.com.

Web applications

Altairva.com, YorksLeadingladies.com, APEducation.com, AlliedScientific.com, DamodarRopeways.com

Jul 1996 – Life Technologies Asia Pacific Inc.
Jul 2000 (India Liaison Office) - Later GIBCO BRL India Pvt. Ltd.

New Delhi

- I was employed as Regional Sales Manager, responsible for Sales and Marketing in the largest region (EAST). The company is a leading USA-based Multinational Corporation, which produces fine biochemicals and equipment for Molecular Biology, Plant Biotechnology, Genomics, Proteomics, Cell Culture and Immunology under the banner of GIBCO BRL Products.
- My team consisted of an Area Executive and four selling agents. I had initiated the process of establishing a supply center at my head quarters (Hyderabad) through the local agent.
- In addition to extensive travelling, I have independently handled client sourcing, order processing, bank formalities, inventory and cargo management, mailing of promotional flyers and technical selling through discussions about features and benefits.
- I independently installed and demonstrated several Molecular Biology apparatus such as Electrophoresis equipment, Electroporators, Kodak Gel Documentation System, Microscopy Documentation system etc.

Achievements

- Increased sales more than 300 percent in the first year itself and then showed a consistent 20% growth in the next two years. In the final year, the increase in sales was almost 90%
- Developed the largest individual customer for the company.
- Established contacts with clients consisting of scientists and industrialists, which lead to tripling of customer base.
- Organized and arranged an eight day workshop cum seminar on "DNA Fingerprinting and its forensic applications" which was attended by scientists from the FBI, Indianapolis Police Department and various forensic institutions in India.
- Organized and managed five seminars of foreign speakers in various institutes in my region.
- Represented the company in several conferences and seminars.
- Received rewards from the company for sales achieved.

Academic Record

Exam	College	Year	Per.	Major Subjects
Post-Graduation (Biotechnology)	Univ. of Poona, Pune	1994	62.5%	Biophysics, Biochemistry, Molecular Biology, Simulation and modeling, Microbiology, Genetics, Immunology, Cell and Developmental biology
Graduation	Nizam College, Hyderabad	1992	74.2%	Botany, Zoology, Chemistry and Languages
Class XII (I.S.C.)	La Martiniere College, Lucknow	1989	64.4%	Biology, Chemistry, Physics, Languages
Class X (I.C.S.E.)	La Martiniere College, Lucknow	1987	73.7%	Mathematics, Science, Languages, History, Geography

Computer skills

Programming

HTML, DHTML
JavaScript
VB Script

PHP
CGI (Perl)
ASP

SQL (MySQL and other RDBMS)
ActionScript (Flash)

Graphic Design / Animation

Adobe PhotoShop
Jasc Paint Shop Pro
Animation Shop
Corel Draw
Corel PhotoPaint
Xara

Painter
Bryce
Poser
Macromedia Flash
Macromedia Fireworks

Ulead Cool 3D
PhotoImpact
Gif Animator
The GIMP
Xara 3D

Operating System

Windows

Linux

Research Experience

Research Fellowship

Worked towards a Ph.D. (Bioinformatics) degree at the Bioinformatics Centre, University of Poona, Pune for two years (1994 - 1996) during which I developed the Physical Map databases on the genome sequences of three well known bacteria *Bacillus subtilis*, *Escherichia coli* and *Pseudomonas aeruginosa*. An entire suite of programs was created to automate this process for other bacteria.

M.Sc. Project II

"An Approach for Automatic Generation of Physical Map:- A case study of *Bacillus subtilis*". The project involved mapping of the sequenced genes of the organism on a two-dimensional physical map.

M.Sc. Project I

A two month summer project, **"Isolation and purification of alpha-Amylase inhibitor from *Colocasia*"** was successfully completed at the Department of Biophysics, All India Institute of Medical Sciences, New Delhi.

Research Expertise

- Handling various Bioinformatics databases such as SWISPROT, EMBL, Entrez, PDB, PSS, NCBI, Yeast DB, NBRF etc.
- Working with several Bioinformatics software such as FASTA, FASTP, DNASIS, DNASTAR, PCGENE, BIOSYM, AMBER, RASMOL, PCModeller, PSQ, NAQ, AMPS, ALIGN, TAXON, Hyperchem, and online Bioinformatics services such as BLAST.
- Molecular Biology and cell biology techniques
- Biophysical and Biochemical techniques.

Portfolio

Websites: <http://www.manishsharma.com/websites.html>
Banners: <http://www.manishsharma.com/banners.html>
Graphics: <http://www.manishsharma.com/graphics.html>
Web Applications: <http://www.manishsharma.com/webapp.html>
Flash and Logos: <http://www.manishsharma.com/fl.html>

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