

KAUSTUBH NIHAL

Mobile: +91 9006552552 | Email: kaustubhnihal07@gmail.com | www.linkedin.com/in/kaustubh-nihal-03767a82

Professional Summary

Result-oriented Research Analyst with 3.5+ years of experience in market research, data analysis, and strategy development. Proven expertise in conducting qualitative and quantitative research, delivering actionable insights, and optimizing business performance. Proficient in Excel Advanced, Power BI, SQL, and SPSS. A committed academic with UGC NET JRF qualification and ongoing Ph.D. in Political Science, showcasing a solid research foundation and analytical capabilities.

Core Competencies

- Market Research & Analysis
- Data Visualization (Power BI, Excel Advanced)
- Statistical Analysis (SPSS, SQL)
- Qualitative and Quantitative Research
- Competitive Intelligence and Forecasting
- Report Writing and Presentation Skills

Professional Experience

Junior Research Fellow (JRF) | Jai Prakash University, Chapra

October 2023 – Present

- Conducting advanced research on the strategic and political importance of Indian Ocean.
- Analyzing India's regional stability dynamics and the geopolitical role of Lakshadweep in promoting cooperation among island nations.
- Utilizing qualitative and quantitative research methods to evaluate maritime security and strategic interests.
- Preparing detailed reports and presenting findings at academic conferences and seminars.
- Collaborating with scholars and policymakers to explore the Indian Ocean's evolving strategic framework.

Research Analyst | Future Multi Trade Pvt Ltd

May 2022 – October 2023

- Produced market research reports, analyzing trends and providing actionable insights to senior management.
- Oversaw data analysis, strategy planning, and led a team of 4 analysts to improve report clarity and efficiency.
- Improved report analysis time by 40% and increased data interpretability by 60%.
- Carried out competitive analysis, identifying expansion areas that drove a 19% growth in target segments.
- Leveraged Excel, SQL, and Power BI for data-driven decision-making.

Assistant Manager - Marketing | Raghu Roshini Media Pvt Ltd

March 2019 – January 2020

- Conducted market research to identify trends, customer preferences, and competitive landscapes.
- Presented data-driven insights to senior stakeholders, contributing to strategic decision-making.
- Assessed market gaps and developed strategies to enhance brand visibility.

Achievements and Awards

- National Champion, Microsoft Office Specialist Championship (Gold Medal, 2013).
- 1st Runner-up, Microsoft Office Specialist Championship (Silver Medal, 2012).
- Recognized by Satya Nadella (CEO of Microsoft) for Microsoft Office Master Certification.
- Letter of Appreciation from Bihar Government for outstanding achievements in technology.
- Awarded Silver Medal at University Convocation for Graduation.

Education

Degree	Institution	Year & Score
Ph.D. (Political Science)	Jai Prakash University, Chapra	Ongoing
M.A. (Political Science)	IGNOU, Delhi	2022 - 64%
MBA (Finance & Marketing)	RNTU, Bhopal	2021 - 66%
B.A. (Political Science & English)	DDU Gorakhpur University	2019 - 62%

Certifications

- Microsoft Office Specialist Master Certification (2015, Certiport USA).
- Advanced Diploma in Computer Applications (FACT, 2022).
- UGC NET JRF Qualified (2024).
- Bihar Inspire Internship Science Camp (Dept. of Science & Technology, 2012).

Technical Skills

- Data Analysis Tools: Excel Advanced, Power BI, SQL, SPSS.
- Reporting and Visualization: Microsoft PowerPoint, Power BI.
- Research Tools: Survey Design, Market Research, Competitive Analysis.

Personal Traits

- Strong analytical and research skills.
- Excellent communication and interpersonal abilities.
- Ability to prioritize, meet deadlines, and work in teams.
- Innovative mindset with a focus on problem-solving.