

# Brijesh Kumar Pal

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Ghaziabad, India

## Career Objective

I wish to work in a challenging workplace that welcomes innovative ideas and offers me personal and professional growth. I aim to utilize my skills to the best of my knowledge to contribute effectively to organizational success.

## Work Experience

### Associate Data Research Analyst

Cloudkeeper, Noida

07/2025 – Present

- Extracted data from various websites and from the various sources such as Lusha, Apollo.io For the purpose of cloud cost optimization for the various accounts that are using the cloud platforms such as AWS, AZURE and GCP.
- Organized and interpreted data in Microsoft Excel, automating reports that reduced manual work by 40%. Uploading the report to salesforce and creating dashboards using excel.

### Data Analyst

Head-Field Solutions, Noida

02/2025 – 06/2025

- Extracted and compiled data from platforms such as LinkedIn, ZoomInfo, Apollo.io, Indeed, and Glassdoor, increasing data acquisition efficiency by 25%.
- Analyzed trends across recruitment and staffing data, leading to insights that improved hiring recommendations by 30%.
- Organized and interpreted data in Microsoft Excel, automating reports that reduced manual work by 40%.

### Data Research Analyst

SDAD Technology Pvt Ltd – TradeFlock, Noida

06/2024 – 02/ 2025

- Collected data from LinkedIn, Apollo.io, and Sales Navigator, supporting over 10+ client campaigns with accurate targeting information.
- Structured and cleaned data in Excel, improving data accuracy by 40% and enabling faster decision-making.
- Performed data mining and web scraping, retrieving 3000+ relevant records monthly with 95% accuracy.

- Analyzed datasets to uncover key patterns, leading to actionable insights that improved lead generation strategies by 20%.

## Projects

- Static LinkedIn clone
- Static Netflix clone

## Education

- Master of Computer Application (M.C.A)**, Institute of Management Education, Sahibabad (2021 – 2023) – CGPA: 8.32
- Bachelor of Computer Application (B.C.A)**, Institute of Technology and Science, Mohan Nagar (2018 – 2021) – Percentage: 71.86%
- 12th (PCM)**, Air Force School, Hindon (2018) – Percentage: 67.4%
- 10th**, Air Force School, Hindon (2016) – CGPA: 9.6

## Certifications

- Digital Marketing – Google
- Cybersecurity – International Cybersecurity Institute, UK
- “Knock Down the Lockdown” – TCS iON
- COVID-19 Awareness – World Health Organization (WHO)

## Courses

- MERN Stack Developer Course – Skill Academy by Testbook, Noida (2023 – 2024)

## Skills

**Technical Tools & Platforms:** Microsoft Excel, Microsoft Word, PowerPoint, Microsoft Office,

Programming & Web Development: HTML, CSS, JavaScript, Python, MySQL, SQL, Postman, JIRA, MongoDB, React.js, Express.js, Node.js

**Data & Research Tools:** LinkedIn, Sales Navigator, ZoomInfo, Apollo.io, Data Mining, Web Scraping, Data Extraction, Data Analysis, Research Analysis, Secondary Research, Online research, Company Profiling, Research Methods.

**Soft Skills:** Time Management, Teamwork & Collaboration, Problem Solving, Critical Thinking, Analytical Thinking

## Languages

- English: Full Professional Proficiency
- Hindi: Full Professional Proficiency

## Interests

- Microsoft Office & Microsoft Excel Automation
- Databases & Data Management
- Data Reporting & Dashboarding
- Data Analysis and Research Analysis