DEEPANSH MITTAL

Business Analysis & Sales Professional

A goals-driven professional with ~2 years of work experience across Market Research, Sales and Business Operations. Experienced in consumer/client insights, process improvement, market assessment, Team management, and working with different stakeholders within and outside of an organisation. From this experience, I have gained a strong understanding of multiple facets of B2B, products in Machine Learning, AI industries and IT services.

SKILLS

Market Research
Data Analysis
Basic SQL
Business Development
Organisational Skills
Strategic Consulting
MS Office

EDUCATION

B.Tech Computer Science
Aug '14 - Aug'18 | Ansal University, Gurgaon

Senior Secondary School
March'12 | CBSE (science), Delhi

CONTACT

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WORK EXPERIENCE

HIVE : SEP'19-MAY'20

MARKET RESEARCH ANALYST
Venture Capital-Backed, full-stack AI company based in San Francisco, that specializes in computer vision and deep learning products for enterprises.

- Lead multiple projects with a team of 5 related to trend forecasting on latest AI/ML, scope of business in different geographies
- Research and analysis related to various products of the company for understanding market trends
- Competitor analysis, prospective clients research and lead generation
- In depth analysis of working and upcoming projects of various companies with the goal of matching how useful our product can be for their projects and how we can further improve our products
- Worked with the sales team to engaged and created brand value for existing clients
- Closely worked with CEO & Sales Team Offering Insights in Business Strategies & Decision Making.

SRATEGIC IP INFORMATION Pte. Ltd : FEB'19-AUG'19

RESEARCH ANALYST
Leading intellectual property and brand protection services provider. Reporting directly to the head of department, I largely worked on IP information proxy search.

- Worked on online data mining and analysis using statistical softwares with projects related to several international, consumer facing clients (Pernod Ricard, LVMH & more.) for fraud prevention
- Processed and analyzed complex raw data into understandable tables, graphs, and written reports
- Conducted primary and secondary research on the IP information security market

INTERNSHIPS

GOVERNMENT OF INDIA : 2017

Worked with the Central Electricity Authority, Ministry of Power where my key responsibility was to make several changes in their website. Added some new info to the website, gave an overall improved look to it to make it look conspicuous, easy to navigate this user friendly. It was a 2 months internship and indeed an interesting project!