mANISHA kHATALE

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CAREEROBJECTIVE

# Inspired and self-motivated to pursue a successful career in the corporate world with sheer hard-work, innovation, team player, professionalism and customer centric delivery approach.

# Skills

* Self-starter, Leadership abilities.
* Creative problem solving, Quality-focused orientation.
* Experienced of using Salesforce lead generation tool.
* Easy in usage of MS Office, specifically Word, Excel and Access.
* Knowledge of using lead generation tool.

# Work Experience

1. **Excelsior Research Pvt. Ltd.:** From Apr 2018 to till date.

**Job Profile:** Research Analyst

**Responsibilities:**

* Perform research and generate leads using various tools, directories and websites
* Collating and Maintaining Lead Database
* Meeting all internal and external deadlines
* Use the internet extensively to retrieve information
* Find the potential customers for business products or services
* Utilize surveys, focus groups, and interviews to gather data
* They gather data on consumer demographics, preferences, needs, and buying habits
* Responsible to connect target companies decision makers
* Record client details in our system

1. **StandardWings Technologies:** From Feb 2017 to March 2018

**Job Profile:** Research Analyst

**Responsibilities:**

* Analyze the business requirements of Client
* Use the internet extensively to retrieve information
* Find the potential customers for business products or services
* Utilize surveys, focus groups, and interviews to gather data
* They gather data on consumer demographics, preferences, needs, and buying habits
* Responsible to connect target companies decision makers
* Record client details in our system

1. **Ascentrik Research Pvt. Ltd.:** From May2016 to Sep 2016

**Job Profile:** Market Research Analyst

**Responsibilities:**

* Use various search engines to research information on companies across\ different sectors/Industries
* Run campaigns for all regions like Asia, Europe, Latin America, Middle East and, Africa
* Analyze the business requirements of Client
* Understand the user requirements and gather data as per specification
* Record these details in our system.
* Use the internet extensively to retrieve information
* Validating the information using various validation techniques.
* Gathering data from various websites like LinkedIn, Hoovers, Bloomberg, Zoominfo, Manta etc.

1. **Inventive Global Solutions Pvt. Ltd.:** From August 2015to Feb 2016

**Job Profile:** Data Analyst

**Responsibilities:**

* Use various search engines to research information on companies across different sectors/Industries.
* Run campaigns for all regions like Asia, Europe, Latin America, Middle East
* Create lead list for calling team based on criteria and current business needs.
* Record these details in our system.
* Use the internet extensively to retrieve information
* Validating the information using various validation techniques.
* Gathering data various websites like LinkedIn, Hoovers, Bloomberg, Manta, Zoominfo etc.

1. **Nexsales Pvt. Ltd.:** From March 2015 to August 2015

**Job Profile:** Market Research Analyst

**Responsibilities:**

* Training and internship program for - Marketing Research and Analysis

# EDucation

### B.E. (Information Technology), 2013

**N.D.M.V.P’s College of Engineering, Nashik**

Percentage: **64.13%**

### Diploma (Information Technology), 2010

**K.K. Wagh College of Women’s Polytechnic, Nashik**

Percentage: **80.80%**

### H.s.C. (Science), 2007

**K.K. Wagh College, Nashik**

Percentage: **62.83%**

### S.s.C., 2005

**Janata Vidyalaya, Nashik**

Percentage: **73.73%**

# TechnicalSkills

* Automation Tool : QTP, Bugzilla, LoadRunner
* Programming Languages : C, C++, Java, SQL
* Operating System : Windows, Linux
* Databases : MySQL, MS-Access.
* Web Technology : PHP,HTML
* IDE's known : Eclipse

# Certifications

* Diploma in Software Testing from Seed InfoTech

# Activities

* Participated in C, C++ Competitions organized in MET
* Attended a workshop on “Aviation Technology Program” at HAL

# Additional Information

**Date of Birth:** 28th December 1989

**Languages known**: English, Hindi, Marathi

**Marital Status:** Married