

Hello

I'm Surajpratap Rajput

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Professional summary

- Data Research Analyst with experience of 2 years in Data and web research into outsourcing domain and IT, F&A, Healthcare, and other industries.
- Utilizing various search engines like Google, LinkedIn to research data about the given entities.
- Generating and keeping data clean and updated from internet research for Conferences, Events & other data sources.
- Keyword Search for both (B2C and B2B)
- Having the knowledge about data & market analysis.
- Familiar with some **databases like LinkedIn sales Navigator, Crunchbase, Apollo.io, Rocketreach, Bloomberg, Lusha, ZoomInfo, Builtwith, and D&B etc.**
- Having the knowledge of **finding data from job portals (Larajobs, Upwork, Fiverr, LinkedIn marketplace) and portals like Clutch, Good firms, and Crunchbase.**
- Scrapper
- Having the chrome extension knowledge to find accurate email id and contact details.
- Having expertise in **Lead Generation processes such as Email marketing, cold calling, and LinkedIn Connection.**
- Having knowledge of some **Pre-sales process such as sending MOM, sending Project understanding document, sending Proposal, and sending payment request with invoice to the client.**
- Also having knowledge of after sale processes such as Making Project Description (PD), Making Invoice and little bit account management also.
- Basic Knowledge of **PHP Technologies and Magento platform.**
- Having experience in **Zoho CRM.**

Skills

- Microsoft Word, Microsoft Office, Microsoft Excel
- Data analysis & Web Researcher
- Lead Generation, Email Marketing and Cold Calling
- Basic Knowledge of Zoho CRM
- Pre-sale and After Sales process

- Quick learner with ability to learn new things and take up challenges and Team Player

Employment History

Feb 2023 - PRESENT

Brilworks Software LLP., Ahmedabad – Lead Generation Executive

- My job is to find the data (B2B & B2C) using Sales Navigator, Apollo.io, Search engines, Job Portals, Crunchbase, and Database Portals for the BDE team.
- Lead Generation
- Email Marketing, IN-Mail, LinkedIN Sales navigator, LinkedIN connection request. Etc.
- Using Zoho CRM for Email Marketing and Campaigning.
- Doing some Pre-sales process also and some after sales process when needed.

Jan 2022 – Feb 2023

iFlair Web Technology Pvt. Ltd., Ahmedabad - Data Research Analyst

- My job is from Finding the data (B2B & B2C) using Sales Navigator, Search engines, Job Portals, and Database Portals for the BDE team.
- Lead Generation
- Using Zoho CRM for Email Marketing and Invoice.
- Doing some Pre-sales process also and some after sales process when needed.

Dec 2020- Jan 2022

Diya Infotech, Ahmedabad - Web Researcher

- As a Data researcher My job was Data mining, Data Gathering, Collection, Data Grading & Extraction.
- I have experience working as Data entry, content writing as we were working for Crunchbase as an outsource partner.

Aug 2018 - Jun2020

Ganesh Enterprise, Ahmedabad- Production Supervisor

- Set daily/weekly/monthly objectives and communicate them to employees
- Organize workflow by assigning responsibilities and preparing schedules
- Ensure the safe use of equipment and schedule regular maintenance
- Check production output according to specifications
- Submit reports on performance and progress
- Identify issues in efficiency and suggest improvements

Feb 2013 - Apr 2017

Utsav Events (Freelancer), Morbi- Event Manager

- I have experience as an Event-Manager (Freelancer) where my job was changed according to the requirement.
- I took care of the Production Department, Food & Beverages department, and Hospitality & Logistic Department.
- As a senior manager, I handled the team and sometimes the whole event.
- Wedding, Corporate events, and Government events were my main event expertise.

Education Details

June 2008 - March 2009

Saraswati Vidhya Mandir, Ahmedabad - High-School

- I have completed My High-school with distinction and Good in Mathematics and Science.

June 2010 - March 2011

Vivekanand Science School, Ahmedabad - Intermediate

- I have completed my Intermediate in Science stream with First class.

Aug 2021- Pursuing

Sabarmati University, Ahmedabad - B.Sc General

- Pursuing my Graduation in B.Sc general with Mathematics, Physics, and Chemistry subjects.

Hobbies

- Playing Cricket & Singing

Languages

- **Hindi**- First Language
- **Gujarati**- Good Command
- **English** - Intermediate

Personal Details

Father's Name: Rajput Surajpratap Anilkumar

DOB: 16th June, 1994

Nationality: Indian

Residential Address: B/502, Pushp Residency-1 Metro pillar no-163
Vastral-Road, Vastral-382418

Declaration

I hereby solemnly affirm that all the details provided above are true to the best of my knowledge till now.

Place: Ahmedabad

Rajput Surajpratap Anilkumar