

# SAURABH KULKARNI

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## SUMMARY

Data enthusiast equipped with analytical thinking, technical skills and knowledge. Specialized in Data Analytics and Data Visualization. Experienced Business Development Associate with a proven track record of success in building relationships with clients and creating innovative strategies.

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## WORK EXPERIENCE

### Business Development Associate

Fortune Business Insights Pvt. Ltd.

May 2022- Present

- Generated revenue of USD 1,80,000+ in Current Financial Year
- Worked on Proposals and Strategy Roadmaps.
- Closed 20+ projects, with deal prices starting from USD 1500 to USD 20,000
- Assist in the development of strong and captivating proposals to meet client needs, based on short research briefs.

### Sales Consultant

Data Bridge Market Research Pvt. Ltd.

May 2021 - May 2022

- Generated revenue of USD 40,000+ in Financial Year 2021-22
- Built relations to up-sell and cross-sell.
- Determined price schedules and discount rates.
- Handle inbound, unsolicited prospect calls and convert into sales

## Internship

### Data Analytics Intern

Cosmique Consultants  
Pvt. Ltd.

Oct 2020- April 2021

- Assist team with data retrieval and organization
  - Create data visualizations.
  - Communicate status reports and data insights to stakeholder.
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## EDUCATION

### Google / Business Intelligence Professional Certificate:

2024 (April – June)

Completed extensive three-month job-ready Google Career Certificate training. Demonstrated hands-on experience with core BI practices and tools, including Google DataFlow and Tableau. Confidence in ETL and data modeling processes for extracting data from operational/transactional databases, transforming it into a usable form.

**MBA in International Marketing**  
**Vishwakarma University | Pune, India.**  
**Aggregate - 7.5 CGPA**

**May 2019- May 2021**

Relevant coursework in International Marketing and Marketing Management.

**BBA Computer Applications**  
**MITSOM College| Pune, India.**

**May 2016- May 2019**

**Software Development Project: -**

E – Cabs Management System: Developed a Standalone System for Electric Cabs Management using VB.NET. As a final semester college project, a standalone application was developed in VB.NET.

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## **CORE SKILLS:**

- Power BI
- ETL
- Data Modeling
- Data Cleaning
- Data Retrieval
- Data Visualization
- Excel
- Negotiation

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## **CERTIFICATIONS:**

- Google Business Intelligence Certificate
- Data Analytics Professional Certifications by ExcelR Training Institute
- Marketing Analytics

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## **EXTRA-CURRICULAR**

- Event Organizer – Sangeet Bharati-  
(A State Level Singing Competition)
- Campaign Manager- Quick-Heal  
CY-FI Arts Festival. (An event focused on contemporary art reflecting human life in digital world)
- Award for Cultural Contribution (MIT-World Peace University)