**MOHAMMED AZEEM**

E-mail: [azeem4m@gmail.com](mailto:azeem4m@gmail.com) Mobile: **+91 7801073929**

Current Location: Hyderabad, Telangana State Consider relocating

OBJECTIVE

To seek a challenging position in the organization where I work and there by establish a global identity. Looking for an opportunity where I can prove and improve my skills and experience.

**EXPERIENCE: Having 4+ years of experience** as **Research Analyst** for conducting extensive **primary and secondary research and Lead generation** for maintaining client database in the specified format.

May 2017---**Senior Research Analyst at Avance Consulting and Services**

**Daily responsibilities:**

• Working as a Sales & Business development for a period of 1+ Years.

• Make International calls and email on daily basis.

• Developed and obtained new business relationships with Large IT, Engineering and Life Sciences Companies.

• Uploading all the data in our CRM

• Make calls and emails to the Talent Acquisition Department and Human Resources (USA) regarding their open job requirements and help them in filling their jobs.

• Need to handle their projects and help them with the right talent.

• Understanding their job openings (IT Software roles and other Non IT requirements).

Understanding the skills and difficulties of the requirements and help them with the right candidate.

**Sales:**

• Make calls and emails on daily basis.

• Keeping them warm by calling and sending emails every day.

• Introducing company to new clients in very efficient manner.

• Daily follow up with the clients

**Business development (Account Management):**

• Helping the existing clients to get their job openings filled with the right talent.

• Targeting new clients with 1000+ employee base to fill their IT & Non-IT jobs.

• Filling client requirements and thus helping company to grow reputation.

• Maintaining database about the clients and contacts.

• Daily follow up with Active clients.

• Adding new clients to the database.

-Market Research on targeted industry, services, titles and technology data.  
-Collect Source from Business Directories like Hoovers, Lead 411, Jigsaw, OneSource, ZOOMINFO and some Professional networking sites like LinkedIn etc.  
- Maintain Database in Google Sheets and Excel.  
-Researching the clients information through search engines like Google, LinkedIn, Jigsaw, Hoovers and depth analysis on LinkedIn, Twitter.  
- Conducting various Market Research studies through secondary sources.  
- Performing primary and secondary research.  
- Social and Professional network activities.  
-Finding out the mergers and acquisitions of the companies if any  
- Generating leads for the IT, Marketing and Financial decision makers for different companies in NA(North America) and EU (Europe) regions. Adding the generated leads to the database with the legitimate contact information.  
-Adding or tagging technologies to the companies in the database by performing the research analysis on the case studies posted on the company websites. We search job portals posted online to find the appropriate technologies which are being used by the companies.  
  
Specialties:  
**Lead Generation**, Company Profiling, Contact Verification, C-Level Contacts Research, Data Cleansing, Data Validation, Email Research & Verification, Data Analysis and Quality Control, Online Lead Generation, Market Research, Market Analysis, Internet Research, Business Research, Lead sourcing, Database List Building.

Research Manager –march 2016 to Present

Current Employer: **Talentlogic Info Service Private Limited**., Khairtabad, Hyderabad.

Web based research for building customized database on companies, contact levels and decision makers for **Lead generation** utilizing various search engines and social media sites.

Email verification and email appending. Phone number verification.

Capturing the researched information on Excel, Strive to maintain quality as per company's standards and norms and update CRM platform with the same.

**Research Analyst – Oct 2014 to Jan 2016.**

Technorack IT Solutions, Masab Tank, Hyd

Create American school teachers and higher authorities emails for lead generation.

Cracking the email addresses and finding the direct phone numbers and adding them to the client database, Using different search engines, professional networking sites and B2B databases like Google Search, Yahoo search, LinkedIn, Xing, Zoominfo, Data.com etc.

EDUCATIONAL QUALIFICATION

**B.Com** (Computers) - St.Paul’s Degree College (Osmania University).

TECHNICAL QUALIFICATION

* Diploma in MCSE 2012 Server (Microsoft Certified Solutions Expert)

From Netmetric Solutions, Masab Tank, Hyd.

* Diploma in Computer Applications – Win 7, MS OFFICE 2007(Word, Excel, Powerpoint, Outlook) Accounting Packages: Tally and Focus

PERSONAL SKILLS

* Excellent communication and analytical skills.
* Ability to work independently and meet deadlines.
* In-depth knowledge of MS, Excel, Word and PowerPoint.
* Eye for detail with extensive knowledge of mathematical concepts.
* Possess excellent presentation and interpersonal skills.
* Ability to handle multiple tasks and work under pressure.

KNOWLEDGE

Operating Systems : Redhat Enterprise Linux 6, Win 8, Win 7, Win xp, DOS  
Virtualization Software : VM Ware Workstation, Virtual Box

PERSONAL DETAILS

Full Name : Mohammed Azeem  
Nationality : Indian  
Gender : Male  
Place : Hyd