

Singh Rahul Ranjan

Research Analyst

Contact

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m

Skills

HTML

Operating Systems:

Windows, Linux

Excel

Market Research and
Analysis

Market Research, Primary &
Secondary research

Data Analysis and
Interpretation Problem
solving skills, time
management

Database Management B2B

Business Development

Consumer Trends

End to end project cycle

Research Analyst with 11 months of experience in Market Research comprises of primary and secondary research, in depth interviews, inside sales, data analysis, competitive analysis, trend analysis, editing and analytical skills, project and team management and analytical thinking. I am managing projects of different clients across the markets of UK, US, Europe, MENA and APAC.

I also have knowledge of technical languages like SQL, C, C++ at beginner level.

Work History

2019-07 -

Current

Research Analyst

IResearch Services, Pune, Maharashtra

- Collect data on consumers, competitors and market place and consolidate information into actionable items, Reports and Presentations.
- Understand business objectives to discover prospective customers' preferences.
- C-Level opinion Research with hard to reach target audience based on difficult demographics
- Initial level calls with CXOs and presenting Upside Learning's profile. Handling client calls, understanding their requirements.
- Making initial contact with the prospect and then accordingly fixed appointments with them for further discussions.
Understand the client requirement and translate them into business.
- Conducting In-depth interviews in multiple domain & demographics to generate qualitative and quantitative data
- Perform extensive primary and secondary data collection by analyzing the needs of clients and prospects, to build a detailed understanding of the target market, industry, company or opportunity.
- Market research in the areas such as Retail/ Manufacturing/ Telecommunication/ Healthcare/ Pharmacy and other similar verticals by performing In-depth Interview and through secondary resources resulting in valuable qualitative and quantitative data.

Analytical thinking, attention to details

Cold calling

Lead Generation

Inside sale

- Analyzing the data and performing data quality checks based on client requirement.

Education

2014-08 -
2019-05

Bachelor of Engineering: Information Technology

D. Y. Patil College Of Engineering - Pune

2012-06 -
2014-05

High School Diploma

NS DAV Public School - Ranchi

2010-06 -
2012-04

No Degree: Secondary Education

NS DAV Public School - Ranchi

Accomplishments

- TE Mini Project (SEM 1) : "Hospital Management System" Software Requirement-> JAVA, MongoDB
Description -> The project is based on managing hospital or managing different departments present in the hospital and providing a convenient way of storing data of all the patients present in the hospital.
- TE Mini Project (SEM 1) : "Online Book Store" Software Requirements->HTML, CSS 3.
- BE Project : "Credit Card Fraud Detection" Software Requirement-> JAVA, Mysql.

Interests

Playing cricket

Playing online games