

AKASH ASHOK PARAB

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PROFILE SUMMARY

PGDM graduate (Marketing) with experience in Operations, Market Research, Client Servicing, Project Management, Data Analysis, Marketing & Presentations and Sales.

Comprehensive knowledge in gathering and analyzing market trends which influence key business decisions.

- Proficiency in pitching, proposal writing, budget preparation, data analysis, report preparation and presentation
- An effective communicator with excellent relationship management, interpersonal and negotiation skills

WORK EXPERIENCE

COMPANY NAME	BHARAT FORGE LIMITED, PUNE
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Position/Designation:	Market Analyst
Duration:	July 2019 – to Present
Profile:	<ul style="list-style-type: none">- Business Intelligence Consultant- Business Analysis – Market Research and Data validation.- Marketing and Product Catalogue presentations- Preparation of Client Executive summary as a support to the Senior Management- Analyze Business Plan and provide business input for a strategic partnership- Monitor growth of a Business Investments in the UK & US EV market- Identify target countries globally for Electric Vehicles market penetration- Ratio analysis of all auto index companies and Kalyani group companies- Competitor study of the overseas subsidiaries in Germany, USA, France and Sweden- Analysis of Revenue generation – comparison of Quarterly earnings- Competitor analysis (Domestic and International)- Research and survey of the automotive sector of USA, Brazil, China, Japan, EU & India on monthly basis- Assistant to Executive Director and a support system for the Chairman Office

COMPANY NAME	GRAND VIEW RESEARCH, PUNE
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Position/Designation:	Business Intelligence Account Manager (Sales and Business Development)
Duration:	May 2017 – April 2019
Profile:	<ul style="list-style-type: none">- Business Intelligence Consultant- Marketing and Consultation for Market Research Studies- Pilot Batch (BI Library) Handling Pre-Sales and Post-Sales of Microsoft Power BI

- Developing and designing project proposals for new & existing clients by designing research methodology, estimating costs & planning delivery timelines
- Coordinator for department in a various Cross Functional Teams (CFT) for product development projects.
- Headed a team of Techno Commercials for Healthcare Domain having expertise in Sales & Research knowledge and ensured quality of reports.
- Managing and executing secondary and primary research projects for top Pharma/Biotech clients.
- Responsible for Project scoping, Data collection and Analysis, Report preparation and presentation ensuring client's delight

COMPANY NAME	BHARAT FORGE LIMITED, PUNE
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Position/Designation:	Business Analyst (Business Intelligence & Data Analytics)
Duration:	August 2015 – March 2017
Profile:	<ul style="list-style-type: none"> - Business Intelligence and Data Analysis - Competitor Analysis - Market Research - Heavy Duty Trucks and Passenger Vehicles - International Trade Division financial reviews - Corporate and Client Presentations.

COMPANY NAME	TRANSPARENCY MARKET RESEARCH PVT. LTD, PUNE
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Position/Designation:	Business Development Executive (Marketing & Sales)
Duration:	April 2014 – August 2015
Profile:	<ul style="list-style-type: none"> - Business Development Team – Healthcare. - Handled the NA and EMEA region (Outbound & Inbound Sales) - Outbound Sales– Lead Generation, campaigned reports on LinkedIn and cold calls and emails. - Inbound Sales – Handled incoming leads - Bridge as a consultant between the research team, and the clients. - Headed sister company – Persistence Market Research (Sales & Marketing)

COMPANY NAME	ELECTRONICA HI TECH MACHINES PVT. LTD, PUNE
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Position/Designation:	Sales Executive (Marketing & Sales)
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Duration: April 2013 – April 2014

Profile:

- Field sales and marketing of Heavy Machineries in and around Pune City
- B2B Sales
- Cold Calls, Online research for potential customers.
- Inbound Sales – Handled incoming leads

COMPANY NAME 3 GLOBAL SERVICES

Position/Designation: Customer Relation Advisor (DU & Sales)

Duration: May 2010 – August 2010; Dec 2010 – July 2011

Profile:

- Upgrade phone contracts of UK customers & Retentions
- Cold Calls and handling new customers

SKILLS SETS

- Marketing – campaigns and leads
- Analyst – Pricing Analysis, Business Analyst, Research Analyst, Market Analysis
- Market Research
- Project Coordinator
- Business Development
- Preparation of a Strategy Plan
- Sales

ACADEMIC REVIEW

Degree	Major Subjects	Board / University	Grade
PGDM (Marketing)	International Marketing, Market Research, Strategic Business Management, Sales & Distribution, Merger & Acquisition	MIT School of Business	First Class
B. Sc	Computer Science	University of Pune	First Class
XII	Science	Maharashtra Board	Second Class
X	-	Maharashtra Board	First Class

INTERNSHIP PROJECT

- Project Title : Study of Large Cap Fund & Sectoral analysis of Automobile Sector.
- Company Name: Kotak Mahindra Asset Management Company, Pune
- Objective : To analyze the investment of the mutual funds in the Automobile sector

HOBBIES / INTEREST

- Passionate for Travel and Tourism
- Books on Tech - Gadgets & Motorsports
- Football enthusiastic

ACHIEVEMENTS

- 'Gladiator Award' – Transparency Market Research
- Achieved 1st Subscription Offer ever for Transparency Market Research
- Best Performer for July – 2014 in Transparency Market Research
- Bagged 1st Major Sale amongst Management Trainees in Electronica Hitech Machines Pvt. Ltd.
- President (Head) – Business Club in MITSOB.

ACHIEVEMENTS

Date of Birth: 4th October 1988

Father's Name: Mr. Ashok Shivram Parab

Passport No: J7123985

Language Known: English, Hindi, Marathi & Telugu.

Permanent Address: Flat #7. Sumant Housing Society

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