

SHUBHAM JAISWAL

Research Analyst

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📍 South Delhi 110070

📅 1997/02/17

Professional Experience

2023/04 – present
Gujarat, India

Market Research Analyst

OneSky Offshore Pvt Ltd.

1. **Data Mining Excellence:** Expertise in mining, validating, and enhancing data for B2B sales databases.
2. **Market Insights & Analytics:** Conducting market research using Google Analytics for strategic decision-making.

2022/11 – 2023/03
Bengaluru, India

International lead generation Specialist

GrowthRaptors.

1. **Data Mining Excellence:** Expertise in mining, validating, and enhancing data to maintain a robust database for B2B sales, ensuring accuracy and relevance.
2. **Market Insights & Analytics:** Conduct market research using Google Analytics, providing valuable insights for strategic decision-making and website analysis.
3. **Advanced Spreadsheet Proficiency:** Utilize strong Excel skills for data manipulation, complemented by familiarity with Salesforce CRM, D&B, Datafox, and Zoominfo tools.

2021/11 – 2022/11
California, USA

Market Research Analyst

InspectHOA

1. Proficient in in-depth client research, analyzing business and revenue models, and conducting thorough secondary research.
2. Generating new leads through extensive web research using tools like LinkedIn, InsideView, Jigsaw, ZoomInfo, Hoovers, and OneSource.

Education

2019/09 – 2021/10
Delhi, India

Post Graduate Diploma in Management

Sri Sringeri Sharada Institute Of Management

2013/08 – 2016/06
Allahabad, India

Bachelor of Commerce, BCom, Accounting

University of Allahabad

Market Analysis

Data Management



Market Analysis



Account Management



Spreadsheet Proficiency



CRM and Tools



Languages

• Hindi

• English

Certificates

• Lean Six Sigma Green Belt Certification - Coursera Course Certificates

• Fundamentals of Digital marketing - Google Digital Garage

• Valuation - Internshala

• Financial Market - Coursera Course Certificates