PRADNYA AUCHARE

Email:[pradnyaauchare@yahoo.com](mailto:pradnyaauchare@yahoo.com) Cell: +91 9890007406

***Career Objective:-***

To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and self development and help me achieve personal as well as organizational goals.

***Areas of strength***

* 9 years of work experience in research (secondary and primary)
* Well-rounded academic background
* Excellent verbal and written communication skills
* Advanced analytical and research skills
* Excellent team player and a project manager
* Ability to learn and apply learning quickly
* Ability to multi-task in a complex environment
* Ability to work under pressure and meet strict reporting deadlines
* Time management – organizing and prioritizing work
* Proficient in MS Excel, MS Word and MS PowerPoint

***EMPLOYMENT PROFILE:-***

***MARKETS AND MARKETS***

***Senior Analyst April 2015 – September 2017***

***Key Responsibilities:-***

**Worked on industry reports**

* Worked on syndicate and consulting research reports of industries such as healthcare, electronics & semiconductor, energy & power, food & beverage and agriculture, chemicals, aerospace & defense, information technology and automotive.
* Studied and reviewed thoroughly all sections of report which included objectives, scope, market definition, assumptions, research methodology, market overview, executive summary, segmentations, competitive landscape and company profiles.
* Conducted in-depth of key market players in terms of organization structure, key strategies, business & segment revenues, research & development expenditure and recent developments.
* Worked on strategic frameworks such as porters five forces, pestel analysis, value and supply chain, swot analysis and product mapping.
* Analyzed drivers, restraints, opportunities, challenges and trends related to report titles.
* Worked thoroughly on titles and table of content of food, beverages & agriculture and healthcare reports.
* Suggested to improve and enhance reports, add new sections and revamp it to best possible way with an approach on how to do it documents.
* Reviewed thoroughly all quantitative and qualitative sections, identified issues, and provided suggestions and effected changes.
* Thoroughly reviewed list of tables, list of figures and all info graphics of report.
* Managed a team of 3-4 analysts and conducted regular and timely quality check of their deliverables and gave feedback.
* Assigned as point of contact for all healthcare reports and maintained a daily, weekly and monthly mis for number of reports, published reports, authors of reports, report tiles and movement of reports from teams.

***EXPERT NETWORK GROUP***

***Research analyst May 2013 – March 2015***

***Key Responsibilities:-***

**Worked on subject matter experts**

* Worked on providing custom recruit and fully vetted industry experts to institutional clients such as leading investment firms, consultancies and corporations to aid in their due diligence process.
* Studied and understood client project, its objective and scope and located experts accordingly on Linkedin
* Conducted primary call interviews with innumerable subject matter experts across the globe that fit the client requirement.
* Recruited appropriate experts and prepared a detailed synopsis of the interview and shared it with the client.
* Set up calls, face to face meetings, custom surveys, field visits, panel list events between the recruited experts and the client.
* Ensured expert matches and compliance with 10-step recruitment model for every custom research request.
* Developed exclusive network of experts from all industries at every point of supply chain including C-level executives, doctors, researchers, distributors, resellers, suppliers, manufacturers, customers among many others.
* Worked on custom research request from verticals such as Retail, Energy, Financial services, Technology, Media, Telecom, Healthcare, Travel and leisure.
* Conducted client acquisition and client management.
* Carried out primary calls/interviews with executives from North America, EMEA, Asia, Latin America and Australia.
* Conducted trainings for the new joinees.

***Career break***

*April 2012–May 2013*

***VALUENOTES***

***Junior research analyst/Senior research analyst/Team lead September 2006 – April 2012***

***Key Responsibilities:-***

**Worked on Market research and Intelligence projects**

* Worked on secondary research projects on functional domains of Market intelligence like Competitor Intelligence, Customer Intelligence, Due Diligence and Partner Selection
* Projects included finding intelligence from secondary sources on executive profiles, company profiles, article and press searches across industries
* Tracked weekly news of leading global banks and banking sector and created a news tracker which served as a repository of all news providing the client competitive landscape
* Worked on financial information analysis and presented the results in the form of pie charts, graphs, tables on excel sheets and power point presentation
* Worked on financial statements and financial ratios to evaluate overall financial condition of organizations
* Managed news and information of mutual funds on company's financial website and contributed to website content updates and improvements
* Worked on various search engines such as Factiva, Morningstar, Hoovers, Reuters, Thomson One, Lexis Nexis, One Source, Dialog, Bloomberg, SNL and Onada
* Devised new methods for collection and analysis of data and suggested them to the teams
* Discussed the client’s feedback at every stage of project with the project manger and worked accordingly to improve the quality
* Extended support to project manager in managing the project with respect to quality, schedule and cost standards

**Worked on a business intelligence project**

* Monitored news for a global research firm whose business was to provide news updates to senior management of Fortune 500 companies.
* Monitored news across a range of industries like Maritime, Cargo, Construction, Pharmaceuticals, Specialty Chemicals, Chemicals, Telecom on daily basis.
* Edited the news into concise abstracts by capturing the key facts in the news items.
* Classified and published the abstracted news on required websites.
* Conducted periodic news analysis to identify trends in every industry and presented to the client in form of power point presentation.
* Daily interacted with the client through mails to incorporate their instructions to conduct the service.
* Discussed feedback with the client through monthly telephonic meeting.
* Conducted monthly team meetings to discuss the client feedback and provide suggestions to improve the service.
* Managed and worked on several industries with overlapping tight deadlines on daily basis.
* Coordinated with team members to achieve targets and ensure timely delivery of work. Also assisted them during work pressure.
* Prepared training documents with guidelines and processes for each service.
* Trained and assisted team members on the project and monitored their work.
* Conducted tests for recruiting free lancers required for this project.

**Worked on an online analyst database maintenance project**

* Worked on analyst database of approximately 8000 analysts from over 3000 global research companies.
* Updated the database with the latest information on analysts’ profiles, contact information, job titles, and practice areas.
* Tracked analysts’ movements by referring to the websites of research companies, social networking sites such as LinkedIn, Twitter, and blogs.
* Also, performed a role of quality analyst by reviewing team work on daily basis and guided to improve quality.
* Conducted regular and timely quality check of team member’s work.
* Provided support to team to achieve weekly project targets incase of backlogs.
* Provided training to new team members on the project explaining every detailed step and procedure to be followed.

**Worked on primary research projects**

* Conducted telephonic interviews with industry experts as per the project requirement.
* Collected organized and analyzed data and presented it to the client in required format.
* Devised and evaluated methods for collecting data such as surveys, questionnaire, and opinion polls.
* Assisted team members in taking appointments for senior executive telephonic interviews.
* Prepared and managed information database for interviews and timely validated and updated it with help of secondary research.

***EDUCATIONAL QUALIFICATIONS***

* Master of Business Administration (MBA – Finance), PUMBA – Pune University, 2004-06
* Master of Commerce, Pune University, 2002-04
* Bachelor of Commerce (Bcom), Ness Wadia college of commerce, Pune University, 1997-02
* 10th – ICSE, St Helena’s school, Delhi board, 1996-97

***ADDITIONAL QUALIFICATIONS***

* Certificate course in computer basic from NIIT, Pune
* Certificate course in Spanish from Pune University, Pune
* Certificate courses in Spanish from Instituto de Hispania
* Certificate course in German from Max Mueller Bhavan, Pune
* Intensive Certificate course in German from Max Mueller Bhavan, Pune

***ACADEMIC PROJECTS***

**Honeywell Automation Limited**

Management Trainee

May 2005 – July 2005

Project title: Letter of Credit Mechanism

Scope:-

* Studied Letter of credit mechanism in Honeywell and conducted interviews in each business unit to identify problems faced in the Letter of credit mechanism.
* Drafted and implemented Letter of credit manual as a solution to the problems faced by the business units of Honeywell.

**Kotak Life Insurance**

Management Trainee

November 2004 – December 2004

Project title: Conversion of prospects into Life Insurance Agents

Scope:-

* Explained the work profile of life insurance agents to the prospects and convinced them to take up the work.
* Converted the prospects into LI closures and achieved targets set by Kotak Life Insurance.

***EXTRA-CURRICULAR ACHIEVEMENTS***

* Participated and won medals in school athletics and basket ball tournaments.
* Visiting old age homes, orphanages, handicap schools and extend helping hand to them.