## Kislay Singh.

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**Personal Profile**

A proactive professional with 5+ years of handy experience working as Market Research Specialist with an experience in Sales, Business development (Market Research) in global markets. I strongly believe with my strong analytical and research skills, my exceptional communication skills, Quick learning ability, problem solving skills and proficiency in using Microsoft office along with Mac OS provides me a perfect preparation to further excel my career in corporate world. Well verse with current market and technology trends and customs which make me suitable for any project.

**Key competencies & Skills**

* **Business Development** – Outstanding business development skills which I was able to nurture in my previous employment through bringing in new business for the company through existing clients and from new potential clients.
* **Communication** – Proven ability to communicate effectively and develop relationships at all levels; competent in dealing with a wide spectrum of individuals from senior executives through to general users
* **Time Management** – Prioritises and manages time effectively, ensuring that tasks are completed within strict deadlines without compromising on quality
* **Team Working** – Functions effectively as part of a team; also able to work independently under own initiative when required. Positive leader approach with emphasis on sharing skills and learning through team and people around
* **Primary Research, Secondary Research Report Writing Stratezing Projects and exceptional client handling skills across domain.**

**Professional Experience**

***Research Specialist (Business Development-Global Markets) – Ilead Farmers. PUNE October 2015-Present.***

***Duties:***

* Generate more appointments and highly valued leads through Email Campaigns. I specialised in European Markets Automotive Industry and I created new business opportunities for my client with highly renowned automotive companies .
* Client handling, project planning and implementation, deciding based on various factors and studies..
* Fetching data for various worldwide geographies of C-level, VP ,Director and Managerial level across industries with high accuracy and convert leads into business opportunities.
* E mail campaign execution, follow ups ,preparing scripts ,being up-to-date with latest exhibitions and conferences in major cities worldwide.
* Apart from these i have worked on different critical projects and Geographies on and off.
* Also active part of companies Sports and Blog Committee, I also anchored the annual party for ileadfarmers.
* Working under number driven results I’m a consistent performer with numbers to show and also part of other initiatives taken at departmental and organisational level.
* Excellent and strikingly smart ways for research and project build up, can work under minimum supervision and always lively.
* Proficient in planning and arranging meetings across continents and good skills at mail writing.
* A live wire on the floor I display energy levels which uplifts others.

***Market Research Analyst – Iresearch Services, Pune- October 2014 to June 2015.***

***Duties:***

* Performing primary and secondary research and generate tables, reports, and presentations from the collected data. Execute CATI and CAWI.
* Aid in the development of a market-leading database in the areas such as IT / Retail / Manufacturing / Telecommunication / Health-care / Pharmacy / Risk Management and other similar verticals.
* Company Profiling: Studying and analyzing the business needs of clients and prospects, conducting market research.
* Performing Market Research for different major clients.
* Performing web based as well as telephonic interviews in different geographies.
* Conducting various Market Research studies through secondary sources.
* In Depth knowledge of Primary and Secondary Research.
* Customer/Employee Satisfaction surveys, Needs Assessment surveys, Market Assessment surveys
* Performing In-depth Interview and probe for information resulting in valuable qualitative and quantitative data
* Performed data Quality checks which includes Vertical checks, duplicate Check, Back checks on the final data extract.

***Market Research Analyst – ASBK Services, Pune- Jan 2011 to September 2014.***

**Extra Curricular Achievements**

* **Stand out performer in public speaking, communication and adrenaline driven activities.**
* **Winner of many Extempore, Poetry ,Recitation and Quizzes performances.**
* **Part of school, college and organisational sports teams in Badminton Table Tennis Football, Cricket.**
* **Anchored the annual functions in College for 3 consecutive years in front of strong crowds.**
* **Anchored company annual meetings on Corporate levels in my last two organisations.**

**Academic Qualifications**

* **U Graduation: Bachelor’s in Elecrtronics**,
* **HSC (Twelfth Standard), CBSE, 2008**
* **SSC (Tenth Standard), CBSE, 2006**

**Personal Attributes**

* Attention to detail & Strong Work Ethics.
* Well organised and Target Oriented.
* Good organisational and interpersonal skills.
* Strong numeracy skills and availability to work under pressure.
* Advanced Technological Knowledge emphasizing with market trends and global markets.
* Good knowledge of worldwide culture ,customs and up-to-date with recent information world wide .Street smart and philosophical ,strange combinations works for me .
* Witty and great sense of humour and with pleasant personality.

**Personal Details References**

1. DOB: 9th October 1990. Available whenever required.
2. Nationality: Indian

**I hereby declare that all above information provided by me are correct and complete to the best of my knowledge and belief**.