**Vilas Pardeshi**

+91 8600022533**,** [pardeshivilas](mailto:pardeshivilas@yahoo.com)**[@](mailto:pardeshivilas@yahoo.com)**[yahoo](mailto:pardeshivilas@yahoo.com)**[.](mailto:pardeshivilas@yahoo.com)**[com](mailto:pardeshivilas@yahoo.com)

Summary: 7 + years of experience in Market/ Business research, Data analysis, B2B research, Presentation and report writing, Demand Estimation & Forecasting, Sales Strategies, Business Partner Search, Market Intelligence, Business Development, Presales, IT database, Financial Modeling

**Carrier Snapshot:**

* Executing consulting, research projects as Lead on IT consulting, in Capital market, Insurance, Mortgage, Healthcare, Digital Media & Technology domains.
* Expertise in IT gap analysis of various industries and companies
* Making proposals and presentations for in-house and for customers
* Focus on competitive landscape by industry and company
* Analyzing the Business requirements for Development and testing requirements on Foreign exchange, Money markets, securities and derivatives life cycle

**Working with**

[**Synechron Technologies**](http://www.synechron.com/)**.**............................................................................................14th Sept 2009 - till date

**Designation: Lead – Research & Strategy**

**Job Profile:**

* Handling team of 6 and getting work executed from them
* Industry and competitor benchmarking based on relevant operating and financial metrics, including PEST analysis
* Regular practice of competitive landscape and deliver insights to drive action through financial analysis.
* Gap analysis - finding IT gap of potential clients for multiple domains like Capital market, Hedge fund, Mortgage, Insurance, Energy & Commodities, Healthcare etc
* Market analysis, sizing, forecasting, growth (CAGR), feasibility study, M&A, JV partner search, report writing on various markets on global and regional level.
* Setup Hedge fund process and workflow on client’s requirement to support software execution.
* Collection of primary and secondary data from various companies and maintaining database. Explore the market on MICRO and MACRO level. In-depth data analyses using various research tools like Bloomberg, Hoovers, LinkedIn, Rainking, Salesforce, Zoominfo etc
* Analyzing the requirements for Business Development and testing requirements on Foreign exchange, Money markets, securities and derivatives life cycle, investment research, equity research etc.
* Research & analyze conditions of International market to determine potential sales of company’s technology service offerings
* Research and analysis on Consulting and IT services industry landscape covering latest developments, trends, consolidation issues etc
* Qualitative and quantitative research to interpret the data and produce substantiated recommendations for the Management.

[**Essar Telecom Retail Limited**](http://www.essar.com/common.aspx?cont_id=TjMvcSCqrhI=)…................................................................................October2006 – July 2008

**Designation: Asst. Duty Manager**

**Job Profile:**

* Collating various sales reports and generating comprehensive sales out report
* Ensure that all MIS report generated and sent on time
* Coordinating with Relationship Managers of different branches for the purpose of business increase sales
* Handling visual merchandising and housekeeping
* Raise timely order and track fulfilment of order
* Achieving the store sales target.
* Searching secondary markets and competitor revenue
* Analysis all mobile technical report and mobile content
* Hot buttons for increase business

ACADEMIA

|  |  |  |  |
| --- | --- | --- | --- |
| Certification in Share Market | Mitcon Institute | 2009 | A + Grade |
| MBA (Finance) | Tilak Maharashtra University | 2009 | 59% |
| B.Com | Pune University | 2003 | 49% |

IT TOOLS PROFICIENCY

* Expertise in handling Tally, MS Word, Power Point, MS Excel, SQL, Manual testing
* Marketing tools handled such as LinkedIn, Salesforce.com, Bloomberg, Factiva, Onesource, Rainking and Hoovers etc

KEY COMPETENCIES

* Expressive and enthusiastic nature
* Strong analytic and critical thinking skills
* Flexible enough to adapt to new team and environment
* Good problem solving skills
* Good Leadership ability and Inter personal skills

PERSONAL DETAILS

**Gender :** Male

**Birth Date :** 6th May 1981

**Marital Status :** Married

**Address :** C -11, Ambiance Aura, Kholhewadi, Sinhagad road, Pune- 411052

**Languages Known :** English, Marathi and Hindi

**(Vilas Pardeshi)**