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(LinkedIn)
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medium.com/me/stories/public
(Other)

Top Skills

Lead Generation
Team Management
Business Development

Languages

Bengali (Elementary)
Awadhi (Elementary)
English (Full Professional)

Manish Pandey

Josh Talks | Interesting conversation is the new diet | Let's raise aspirations | Lessons from nature, wild, ancient scriptures & amazing people | Collaboration & Communication | Behavior Psychology, Enthusiast
New Delhi

Summary

Work In Progress, Learning, Sharing, Enjoying

Experience

Josh Talks
Research Head
January 2018 - Present (2 years 8 months)
New Delhi Area, India

All you need is 'Josh'

By giving you access to the right role models, comprehensively informing you about different career choices, equipping you with the right skills to do well in life and standing with you through the entire journey, we are working to create an ecosystem of tools and products that help you unlock your true potential.

With over 50 million people watching our content across 10 languages and 95,000+ paid users learning with us each month, we believe we are just getting started. Trusted by partners like Facebook, Google, United Nations, Ford Foundation and more, our programs engage with young individuals across 850 cities nationwide.

It's no longer about who you are and where you come from, if you have 'Josh' in your heart and 'Josh' on your mobile phone, nothing can stop you from doing well and that is our promise!

Recognitions:

-Forbes 30 Under 30 Asia – Media
-Super Startup Asia - 2018
-Top 100 Startups 2018 – Sutra HR

Reliance Industries Limited
Digital Marketing Consultant
December 2016 - January 2019 (2 years 2 months)
Mumbai Area, India

Consulting with Reliance Global Corporate Security (www.linkedin.com/in/RelianceGCS)

Responsible for:

1) Digital Transformation

i) Digital Strategy

ii) Social Media Amplification

iii) Digital PR

2) Training and Development

i) Social Media Workshops & Boot-camps

3) Thought Leadership

4) Core Team Member (#GCSCConnect): https://www.youtube.com/playlist?list=PLn2fP_ujh5SR3-n4Nqxrh-oK5jPaiHX_L

R SQUARE Consulting Services Pvt Ltd
Brand Consultant
November 2015 - December 2016 (1 year 2 months)
Bangalore Area, India

R SQUARE Consulting conceptualizes and executes experiential marketing strategies for its clients to strengthen the relationship between their Brands and the Consumers with our unique integrated offering of Events & Activation and Digital Marketing & Technology.

Roles and Responsibilities:

- Managing social media for Social Media Week, India (Mumbai and Bangalore)

- Working with client briefs to develop and produce effective social media campaigns.

- Strategist & Manager of Social Media Accounts for the clients

- Heading Influence Marketing Program: Blogging Activity (all categories), and all social media channels

- New Business Development: Worked with internal teams on new business pitches and strategies

I Knowledge Factory Private Limited

3 years

Manager, Branding & Public Relations, Social Media Evangelist

February 2015 - October 2015 (9 months)

Pune Area, India

Effective communicator with excellent relationship building and interpersonal skills and have strong professional exposure in brand strategy, public relations, corporate communication and corporate affairs. Super believer in Power of Digital.

Roles and Responsibilities -

- Helping clients manage reputation in the Information Age

- Partnering with various events and helping them to make a digital sound, social buzz of the event. creating a trending topic on social media platforms and earning wider reach.

- Strategy and implementation for collaborating with digital and social media, news and providing relevant and unique content across platforms.

- Crisis Communication: Round the clock tracking of online & social media reputation, Crisis analysis and guiding the strategy & execution team to deal with situations.

- Media relations - Independently reached out to print journalists & online publishers pan India

- New Business Development: Worked with internal teams on new business pitches

- New Business Development: Worked with internal teams on new business pitches and strategies

Sr.Social Media Strategist

May 2013 - February 2015 (1 year 10 months)

Pune Area, India

Responsible for -

- ▶Developing and maintain a comprehensive social media strategy that defines how social media marketing techniques will be applied to increase visibility and traffic across the brands
- ▶Defining key performance indicators and implement enterprise level measurement, analytic and reporting methods to gauge success
- ▶Mentoring and provide training to a team of Social Media Executives on best practices for creating, managing, monitoring, and developing content/SMM Strategies for social networks
- ▶Apply marketing research and development methods to learn and understand emerging trends in the Digital Space and technologies and to communicate this knowledge clearly and concisely to both clients and audiences

I Knowledge Factory, headquartered in Pune, India, with an office in Mumbai and Bangalore is a 360 Degree Media and Digital Marketing Services Company. Over 60+ Digital Ninjas on Board. IKF has been in Digital Business for 15+ years and are actively working with 950+ corporate(s) both Nationally & Internationally

The company has an esteemed Business Partnership with Tata Communication India's Pioneer and Largest Internet Service Provider. Our dedicated and dynamic team has been exploring and introducing the latest services through expanding verticals of I Knowledge Factory Pvt Ltd.

IKF's Services Ranges includes ::

✓Website Designing & Development, eCommerce

- ✓ Digital Marketing (SEO + PPC + SMM + Email Campaign + ORM*)
- ✓ Creative Designing (Creative Portfolio + Logo + Brochures)
- ✓ Online reputation Management and E-Business Strategy.
- ✓ Lead Generation & Nurturing

Visit the online portfolio @ www.ikf.co.in

Lead Generator

November 2012 - April 2013 (6 months)

Responsible for Market Research to help Sales & Marketing department of the organization directly or indirectly to reach to decision makers whom they want to target in their own way, ultimately benefiting business growth of the organization.

List Development

Email Marketing

Pre-Sales Pitch

Telephonic Discussions

Quality Analysis of the Business Leads

Lead Nurturing

NMS GloSol Communications Pvt. Ltd.

2 years 6 months

Business Development and Operations (Lead Generation, Sales and Data Mining) - Consultant

November 2010 - April 2013 (2 years 6 months)

NMS GloSol offers infrastructure management services that integrate the effective and efficient use of people, process and technology which will enable a process driven management approach.

NMS GloSol offers IT Consulting solutions :-

1. Realtime IT Infrastructure Support and Monitoring

Solutions(www.osisoft.com)

2. Cloud-based comprehensive and next generation data protection solutions (www.vaultize.com)

3. Mobile applications/solutions development.

4. Lead Generation, starting from database extraction/generation to appointment fixing. These are currently being targeted for US based SMEs.

We also offer various other services which includes -

- # IT Infrastructure setup for IT / ITES / KPO / BPO
- # Outsourcing and Off-shoring of Call Center Services
- # Lead Generation
- # Data Mining
- # Pre-Sales and Sales

Business Development and Market Intelligence Professional
November 2010 - May 2011 (7 months)

NMS GloSol offers infrastructure management services that integrate the effective and efficient use of people, process and technology which will enable a process driven management approach.

Namoh Healthcare Pvt. Ltd
Manager (Call Center Operations), Sales Guy
April 2011 - October 2012 (1 year 7 months)

Namoh Healthcare Pvt. Ltd is a leading company which deals with Health, Wellness and Fitness. It deals with sales of medicines.

My responsibilities are -

- Hiring of employees
- Training them on Sales skills
- Overall Call Center Operations
- Business Development - adding call centers for addition in sales and revenue

Telegenisys
2 years 3 months

Market Research Manager
October 2009 - November 2010 (1 year 2 months)
Pune Area, India

Responsible for

- Managing team of Research Analysts for List Development. List Development activities includes profiling activities, generating list of contacts, building database and

- Quality Analysis for the Team.

- Helping(Training) new buds in team to grow.

-Interaction with clients regarding the progress and development of the project

Research Analyst

September 2008 - November 2010 (2 years 3 months)

Telegenisys Inc. is focused in providing a full spectrum of Business Process Outsourcing Services in the area of software design and development, call center/customer support, accounting, administration, inventory management, data entry services, research, CAD Design Support, insurance and risk analysis for medium sized enterprises.

Responsible for data mining and internet research over client's requirements

Zensar Technologies

Customer Service Associate

June 2007 - September 2008 (1 year 4 months)

Joined Zensar Tech. as Customer Service Associate and worked on an outbound process for sales, telemarketing and support

Education

Jawahar Navodaya Vidyalaya, Palghar, Thane

11th and 12th, Science · (2005 - 2007)

Jawahar Navodaya Vidyalaya, (Sili) Silvassa, UT of D & NH

9th - 10th, Core Subjects - Maths, Science, Social Studies, English and Gujarati · (2004 - 2005)

Kendriya Vidyalaya

7th - 9th, Schooling · (2002 - 2004)

St. Marys English School

Primary Education, Primary Education · (1998 - 2001)