**RANAVEER PRASAD**

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|  | +91 7013564669 |

**Career Objective**

To work sincerely to build a symbolic relationship with your organization, where my efforts will be complemented by career growth, higher degree of responsibility and to prove myself as a valuable asset.

**Career Summary**

* Successful track record with high responsibility position
* Function well, independently.
* A high-energy, enthusiastic individual who excels in challenging and competitive environments

**Summary of Core Qualification**

* Good management skills and ability to meet the deadlines
* Excellent researching capacity and undertake the necessary changes.
* Good at adapting new and advanced computing techniques in researching.
* Expertise in giving presentations and creating spreadsheets and reports.
* Good knowledge in MS Office.

**Professional Experience**

Organization Name: **Ray Business Technology Pvt Ltd**.

Designation: **Market Research Analyst**.

Duration: May 2017 – March 2018

**Job Description:**

* Primary and Secondary research.
* Periodically updating, editing and creation of Contacts.
* Handling client queries on priority basis
* Ensure customer satisfaction by managing the details of assigned project schedules and deliverable

My Responsibilities also includes the following:

* Gathering primary market research using the phone, internet and various publications using strong verbal communication skill and careful attention to detail.
* Collect source from business directories like Hoovers, Lead 411, OneSource, ZoomInfo and some professional networking sites like LinkedIn etc.
* Research duties emphasizing on validating the existing company data, while gaining skills to efficiently gather new data.
* Preparing report which requires in depth primary and secondary research to gather relevant data and information to prepare a standard report for sales.
* Generate new leads for marketing plan that create opportunities for new business.
* Adding or tagging technologies to the companies in the database by performing the research analysis on the case studies posted on the company websites. We search job portals posted online to find the appropriate technologies which are being used by the companies.
* Task and team management skills with experience of handling team.
* Conduct primary & secondary research in the Mining Industry.
* Generating leads for the IT, Marketing and Financial decision makers for different companies in USA, Australia, Canada and India regions. Adding the generated leads to the database with the required contact information.
* Meeting regular deadlines decided based on the requirement of the project.
* Market Research on targeted industry, services, titles and technology data.
* Maintain Database in Google Sheets and Excel.
* Conducting campaign for sending the newsletters.

**Educational Information**

* **Graduation :** B.Tech - Mechanical Engineering - *6.2CGPA ,* *2017*

P.V.P Siddartha Institute of Technology, Vijayawada, AP

* **Intermediate** : Sri Chaitanya Junior College, Vijayawada, AP *- 81%*  , *2013*
* **SSC** : Dr. KKRs Gowtham Concept School, Mtm, AP *- 87%* , *2011*

**Personal Skills**

* Good written and communication skills.
* Excellent Interpersonal skills to behave in a best possible ways with the visitors in the company.
* Analysing situation and finding the solutions.
* Try to be up to date with the technology.

**Personality Traits**

* Smart worker
* Can effectively work in a team environment and on individual tasks.
* Flexible to work in extended hours
* Ability to learn new concepts quickly.
* Spontaneity.
* Risk Management.
* Dedicated & Committed.

**Personal Information**

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| Date of Birth | : | 26-11-1995 |
| Father’s Name | : | Ranganayaka Prasad. M |
| Languages Known | : | Telugu, English, and Hindi |
| Hobbies | : | Editing and Designing works |
| Interests | : | Photography |
| Present Address | : | BHEL, Lingampally Hyderabad |
|  |  | 500019 |
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I do here by confirm that the information furnished above is true to the best of my knowledge and belief.

(Ranaveer Prasad)