SWAPNIL A. SHAH **Email**: [**swapshah1901@gmail.com**](mailto:swapshah1901@gmail.com)

**B.Sc.** (**Computer**) **Contact No**: 07276227559

**Address**:

Srvy No.48/1, Flat No.10,

Pawar Tower, Ganesh Nagar,

Wadgaonsheri, Pune-411014

**Career Objective**

To secure a challenging position where I can effectively contribute my skills as a Research Analyst.

**Educational Qualifications**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Examination** | **Discipline/Specialization** | **Institution/Board** | **Year of Passing** | **Percentage** |
| **B.Sc.** | **(Computer Science)** | JDMVP Co. Op.s College,Jalgaon / North Maharashtra University | 2011 | 64.75% |
| **HSC** | **Science** | JDMVP Co. Op.s College, Jalgaon/ Nashik Board | 2007 | 53.50 |
| **SSC** | **Marathi** | L.N.S.V. Jalgaon/ Nashik Board | 2005 | 65.20 |

**Key Skill Set**

* Hardware and Networking
* MS-CIT
* MS-OFFICE , EXCEL, WORD.

**Employers**

1. **XDBS Pvt. Ltd**. as a **Research Analyst** from 3rd Nov. 2015 to 7th Aug 2017

**Job Responsibilities**:

* Contact Discovery via Professional networking sites, like LinkedIn, zoom info etc.
* Market Research, Contact Discovery and Quality Assurance.
* Finding the contacts of various persons like C-Level, Director Level, Manager Level.
* We find out their Email Address, Contact No., Address. Etc.
* We confirm their presence in the organization by making actual call.
* Effectively perform outbound calls to target prospects in defined geographies
* Focused on achieving/ exceeding daily/ weekly/monthly targets defined for self and team
* Converting the right business opportunity/lead to an appointment for the client from US and UK.

1. Currently working with **Flexisales Pvt. Ltd.** as a **Research Analyst** from 7th Nov 2017 upto till date.

**Personal Information**

**Date of Birth:**19-Jan-1990

**Father’s Name:** Mr. Arunkumar Shah

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

**Gender:** Male

**Marital Status:** Single

**Hobbies:** Playing Sports, Listing Music, Playing Computer Games, Reading Books

**Permanent Address:** 25/10 Near Swami Samarth Kendra, Nivrutti Nagar Jalgaon 425001.

**Declaration:**

I firmly declare that the above details provided by me are true to the best of my Knowledge and belief.

**Date:**

**Place: Pune Swapnil Shah**