

Shubham P. Koche

Research Analyst - The Lead Market

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PROFESSIONAL SUMMARY

Dedicated and results-driven Research Analyst with 16 Months of experience in the lead generation field as research and analysis. Proven track record of delivering actionable insights to drive strategic decision-making. Proficient in various research methodologies, data analysis tools, and report generation. Adept at translating complex data into clear and concise reports. Strong analytical skills combined with meticulous attention to detail. Committed to continuous learning and staying updated with industry trends and best practices.

KEY SKILLS

- Networking
- Hardware knowledge
- Product Understanding
- Database
- Data Collection and Cleaning
- Critical thinking
- Lead generation
- Evaluating leads
- Email marketing

WORK HISTORY

The Lead Market, Nagpur, Maharashtra

Research Analyst - August 2022 - November 2023

- Empower businesses to generate revenue through our qualified leads.
- My unwavering dedication is a cornerstone of our engagement model in a global leading company.
- My Work profile is to research the data from search engines like Zoom Info, LinkedIn Sales Nav and Apollo.io and to collate Data in Google Sheet.
- The procedure is followed by emails to the campaigning team for further process to generate the business lead.
- Advised and supported staff on legal parameters of research.
- Analyzed findings and reports from researchers in the program and interpreted for supervisory staff.
- Planned and executed targeted research into generating leads.
- Determined and managed schedules and budgets for each project.

- Providing administrative support to the back office team. Manage emails, calls, schedules, and office supplies.
- Maintain and update databases with manage Input and verify data to ensure integrity.
- Coordinating with different teams or departments within the organization to ensure smooth workflow and efficient operations. Facilitating communication and information sharing between team members and stakeholders.
- Maintaining accurate records and documentation related to back office activities. Generating reports, analyzing data, and providing regular updates to management as required.

Certifying Authority	Certification	Year
Great Learning	Cyber Security	2023
Internshala	Data Science	2024
Internshala	Advanced Excel	2024

- ACADEMIC PROFILE
- **Master of Arts-Sociology (2022-2024)**
Rashtrasant Tukadoji Maharaj Nagpur University – Nagpur
 - **Bachelor of Arts – Political Science (2019-2022)**
Rashtrasant Tukadoji Maharaj Nagpur University – Nagpur
 - **HSC – (2016)**
Maharashtra State Board of Secondary & Higher Secondary Education
 - **SSC – (2014)**
Maharashtra State Board of Secondary & Higher Secondary Education

- ACCOMPLISHMENTS & ACTIVITIES
- Helped set up a free library model as a part of the Social Awareness Program for Rotary Club of Nagpur (Year 2021).
 - Runner up team who performed the traditional art historical study through the analysis of visual culture from antiquity to the present (Year 2021)

Date :

Place: