

Name: **Akshatha A P**

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Profile Summary

Highly experienced Technology researcher providing competitive intelligence in multiple industries. Company and industry research for business development and actively monitoring industry trends and competitor activities on a regular basis.

Work Experience

Company Name- **Silicon India Pvt Ltd..Murugeshplaya,Bangalore**

Designation-Market Research Analyst–April 2022-Present

Research of client's information through search engines like,LinkedIn,, Google, Zoominfo, & other tools Funderbeam and from Events & Conferences Etc...

- Analyzes the detailed company profile which includes company overview, business segments, service & Solution offerings, and competitors in the operating industry
- Doing for secondary research and also quality analyst for market research, managing time effectively, and work efficiently considering multiple projects.
- Responsible for conducting technology research on various industries like:Healthcare, BFSI, Emerge & manufacturing to find market growth on regionwise & technology trends.
- Generate list of companies, based on Technologies, Revenue size and industrywise.
- Lead Generation:Interacting with client through mail. Responsible for clearing queries of client regarding product and process. Work closely with sales directors to convert the leads into closure.
- Classify hot, warm, and cold leads based on the irneed,budget and decision-making capabilities.
- Organize and keep the lead status updated in the Sales force CRMsof

Achievements

- Generate the Overall Revenue office \$754690 in last year
- Got Best Market Analyst of The Month

Scholastic

- Bachelor Of Computer Application–B.S Channabasappa College, Davanagere, 2021.
- Vyshnavi Chethana PUC College,Davanagere,2017
- Government High School 2013

SummaryofSkills

- Secondary Research
- Market Segment action & Industry Research
- Primary Research
- Market Intelligence
- Excellent Communication Skill
- Knowledge in Microsoft Excel
- Positive attitude towards work
- Team Building Expertise
- Basic knowledge in SQL

Interests

- Reading
- Travelling

PersonalSnippets

Date of Birth :3-8-1998

Languages Known :English and Kannada

Declaration

I here by declare that the above-mentioned informationis correctup to my knowledge and I bear there esponsibility for the correctness of the above-mentioned particulars.

Date :

Place:Bangalore

(Akshatha A P)