

POOJA DEULKAR *B.Sc., M.B.A. (Marketing).*



Gender: Female Marital Status: Married
Date of Birth: 10/07/1994 Contact No: + 91 9561341643
Email: poojamachale111@gmail.com
Current Address: Pune (Maharashtra) Joining: Immediately

Professional Experience

Company: PhonixTrio Technical services Dubai (UAE) (From July 2021 to Jan. 2023)

Position: Sr. Research Analyst

Role and Responsibilities.

- Analyzing and developing data base by gathered data and generation Qualified leads. Organizing information by studying analyzing, interpreting and classifying data and test leads for the Fire protection system products & services.
- Provide qualified leads to sales team.
- Customer research through Google, LinkedIn, email marketing etc.
- Respond to customer on enquiries on the company services.

Company: Pioneer Migration services LLC Dubai (UAE) (From Feb. 2018 to June 2021)

Position: Research Analyst

Role and Responsibilities.

- Respond to customer enquiries on the pioneer services.
- Upgrading the brand image of the company.
- Analyzing and developing data base by gathered data and generation Qualified leads. Organizing information by studying analyzing, interpreting and classifying data and test leads.
- Customer research through LinkedIn, hoover.com Google, SAP, SEO etc.
- Convert to Quailed lead through email marketing, SMS Marketing, Face book marketing.

Company: XDBS Pvt.Ltd. Pune. (From Aug. 2016 to Dec. 2017).

Position: Research Analyst

Role and responsibilities:

- Respond to customer enquiries on the technical aspects of products
- Generate the lead on given campaign of various countries
- Customer research through LinkedIn, zoom info, Google etc.
- Sorting out different issues and queries of client.
- Report to the Head of the Marketing and lead the team.
- Convert to qualified lead.
- Gathering new information.

EDUCATIONAL QUALIFICATION:

Bachelor of Science (B.Sc.) - with First Class in 2014 -Vidya Bharati Mahavidyalay, Amravati (Amravati University) Maharashtra, India.

Master of Business Application (MBA) –Marketing with Distinction in 2016-Sinhgad Institute of Management Pune, (Pune University) Maharashtra, India.

Academics: Extra-Curricular Activities:

Participated in Mind Spree Contest held in SIMCA.

Active Participant in Sinhgad Karandak

Key Skills & Attributes:

- 1) Hardworking & Persistence
- 2) Optimistic & Self Motivated
- 3) Adaptability

Hobbies: 1.Singing and Dancing 2.Travelling

Certificate: Digital Marketing Course, Udemy

I hereby declare that the above information are true and correct to the best of my knowledge.

Summary :

Results-oriented and data- driven Market Research Analyst with comprehensive background in completing strategic market planning developing new business strategies, and creating marketing plans. Capable of evaluating the market and competitive conditions Exceptional strategist with excellent communication skills and Business & Management with Marketing degree from a well - known university. Determined to achieve maximum business growth and meet all objectives and goals.

SKILLS :

- ❖ Analyzing data,
- ❖ Communication Skills,
- ❖ Email marketing,
- ❖ Inbound & outbound marketing,
- ❖ Customers relationship Management,
- ❖ Competitive research and analysis,
- ❖ Search engine optimization

LANGUAGES :

English



Hindi



Marathi

