**Leveraging more than 6 years of expertise in Market Research, Data Analysis, Business consulting, Competitive Bench marking, Market Sizing, Strategic recommendation, Qualitative & Quantitively research to guide clients on action plans that drive long term benefits.**

|  |
| --- |
| **Profile Summary** |

* Conducting quantitative analysis & qualitative analysis across the industry and supporting the clients with competitive intelligence, business research, analysis, industry insights to influence strategic decision.
* Key competencies include industry vertical analysis, value chain analysis, competitive analysis, company profiles, executive summaries, forecasting of the market, megatrends, micro trends, growth drivers and barrier, macro-economic trends, market sizing, supplier analysis, Procurement intelligence, SWOT analysis, providing go-to-market strategy by developing strategic insights/outcomes.

|  |
| --- |
| **Work History** |

**Currently: -** Engaging with clients & providing business solutions by taking ownership of business engagement & driving a roadmap for the future in terms of market capitalization.

|  |
| --- |
| **Project Highlights** |

* Indoor Mapping Solutions & Insights with case studies
* Spain Auto Market Assessment Study
* Insolvency & Bankruptcy Code Impact Analysis
* Sustainability report for GHG Assessment & outcomes.

**Company Name:** – Frost and Sullivan

**Duration** – June’ 2015 – July’ 2018

**Designation** – Research/Business Analyst

**Job Profile: -**

* **Data acquisition and analysis: -** End to End analysisand validation as per the client’s requirement for market assessment with blend of primary and secondary research such as annual reports, company presentations, industry associations, syndicated research reports etc.
* **Insight generation**- Manage data, analyses and generate actionable insights from raw data gathered on sales trend at a global and regional level.
* **Client Presentation and interactive reports: -** Making PowerPoint in form of graphs/ charts and excel based presentation as per client’s need by suggesting clear and actionable business solutions.
* Collaboration with junior analysts and providing them training on requirement understanding, project planning and deliver projects within timelines.
* **Strategic recommendation**: - Helping clients to build a road map and to focus on the specific and stringent requirements with respect to current and future need of the market.
* **Project Management**: Supervision of field work, synchronizing inter-unit process, managing timelines.
* **Preparation of research design**: Finalizing the research methodology for fieldwork and data collection methods, preparing questionnaire suited for specific research needs.

|  |
| --- |
| **Project Highlights** |

* Market Opportunity Assessment for Surface cleaning & Filtration Equipment and Aftermarket Solutions in India across different Industry sector with a European client.
* Concept branding study in order to have tie ups with stakeholders of the market to expand the business.
* Market Assessment Study for Aluminum Rods & Conductors in South Asia, Southeast Asia, Middle East, Africa, North America, and Latin America.
* Pre-feasibility study for demand of shots & grits in GCC countries which includes the raw material sourcing n end user trends of adapting to different raw material as per the catered industry.
* Demand Estimation of Flat steel across different sectors including Automobile, Consumer durables, Drums and Barrels, Computer panels, Cable Trays and electrical boxes, Bus body builders, Furniture, Bicycle etc.

**Company Name:** Feedback Business Consulting Services Pvt ltd

**Duration:** February’ 2013 – April’ 2015

**Designation:** Research Executive

**Job Profile-**

* Advising clients on entry, expansion, business strategies and acquisition opportunities in emerging markets through development of market sizing demand and supply models, competitor benchmarking, sectoral and industry analysis.
* Understanding client requirements and assisting in developing approach methodology conducting extensive primary and secondary research and applying the outcome to arrive at conclusions/solutions for the clients request especially through publicly available source.
* Developing proxies and triangulations for difficult-to-get data points  
  Analyzing data to extract insights and identify patterns (qualitative and numerical)  
  Interacting seamlessly with team members to ensure that individual and collective goals are met.

|  |
| --- |
| **Project Highlights** |

* Replacement of circular steel product market pan India across end user industry such as Chemical, Pharmaceuticals, Fertilizers, Petrochemical, Textile, Sugar, Power, Edible oil & Cement, forecasting the demand and supply triangulation for next 5 years for the client to understand aftermarket landscape.
* Study of demand and its application Forged Steel rings for Japanese Client with the supply triangulation across the industry segments such as Bearing, Automobile and Gears etc.
* Product demand through supply triangulation across the end user segment such as Industrial (Conveyors system), Infrastructure (Airports, shopping mall, Residential building, Industrial structure, Stadiums, Highway & bridges, Commercial complexes) etc.
* Market Sizing of Flat steel in Power Segment with Japanese trading firm across various geographies at Pan India level.

|  |
| --- |
| **Educational Details** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Degree | Institute | Year of  Passing | University/Board | Marks |
| B.E in Electronics &  Telecommunication  Engineering | TMV college of Engineering | 2012 | Tilak Maharashtra University, Pune | 60.16% |
| Diploma in Electronics & Telecommunication  Engineering | TMV college of Engineering | 2009 | Tilak Maharashtra University, Pune | 74.48% |
| S.S.C | Maharashtra Board | 2004 | Mumbai University | 68.00% |

|  |
| --- |
| **Industry programs** |

* High strength steel conference on Pan India level across Automotive sector FY’ 2015.
* Metals conference regarding the opportunities in different Industry sectors with white paper publishing in presence of Honorable Industry Minister FY’ 2016.

|  |
| --- |
| **Languages Known** |

* English, Hindi, Marathi & Gujarati

|  |
| --- |
| **Personal Details** |

* Contact Number: 8928558812
* E-mail Id: mahadikshri6@gmail.com
* Date of Birth: 6th February 1987