

KOMAL MOHAN GHOLAP

Contact : 9766141551 ~ Email : komalgholap13@gmail.com

Consummate professional seeking position in Operations with a leading organization of repute preferably in B2B sector.

Profile Summary

A competent professional with over 2 years of experience in:

Experienced professional with expertise driving Lead Generation/Market Research. Efficiently core competencies include:

- Market Research
- Lead Generation
- Contact Discovery
- Cold Calling
- Revenue Generation
- Team Handling

Area of Expertise

- Knowledge of Microsoft Excel and search engines.
- List Building and List Research as per client requirement.
- Like to work smartly.

Organizational Experience

Saleszoomer September 2021 to currently working

1. Email Marketing- Sending emails to the prospects fetched through data mining and research.
2. Research Analyst- Fetching data according to the specifications given by the client and finding ways to complete the campaign in a given period of time with maximum accuracy.
3. Training newly joined people on how to do research and how to take out emails.

Freelancer July 2018 to June 2021

Worked as a freelance research analyst by taking out data and doing research and completing campaign.

LPC Advisors Pvt.Ltd. September 2016 to April 2018

Team Lead

- Handling team of 15 people and getting the work done in the given time span. Helping my team by taking sessions once in 15 days about how to work smartly and get out the required work.
- Contact Discovery. Market Research and Profiling.
Contact Discovery through Professional networking using online research tools

(LinkedIn, Zoom Info, and Bloomberg, Hoovers etc.) to retrieve contact information of prospects.

XDBS Pvt Ltd. January 2016 to June 2016

Research Analyst

Academic Details

- Graduation in Bachelors of Engineering (Electronics & Telecommunications) from Modern College of Engineering in 2015 with 61 %
- HSC(Science) from Sinhgad College of Arts , Science and Commerce Vadgoan Pune in 2010 with 61.33%
- SSC from Bharati Vidyapeeth English Medium School in 2008 with 84.46%

Competencies

- Energetic and physically very fit. Quick to respond to opportunities and problems.
- Ability to adjust easily with new Environments and new people.
- Always dedicated to work & Positive approach.
- Patience & Co-operative in Nature

Personal Details

Date of Birth : 13th September 1992

Address : Plot no 4, Pushkaraj society,Dhankwadi, Pune-411043

Languages Known : English, Hindi, Marathi

Hobbies : Travelling, exploring and reading, dancing.