**Career Objective:**

# Pardeep Kumar

**Nehru Colony, NIT, Faridabad.**

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* Seeking a challenging and growth oriented career, where I would like to work in a challenging position which gives me an opportunity to show my capabilities in a respective fiend and utilize my skills, experience and talent to contribute to the growth of the organization

## Professional Summary:

* Having 3+ years of experience with IT and Staffing & Recruiting Industry.
* Having great experience targeting right prospects for the service.
* Good Experience handling team of 2+ Data Researcher.
* Having good experience making Fruitful Clients.
* Exceptional interpersonal communication and human relation skills with a proven ability to coordinate with people from different groups to get a Project completed.
* Ability to work well both Team environment and individual environment.

## Education:

* Bachelor of Computer Application (BCA), Pt. Jawahar Lal Nehru Government College , Maharshi Dayanand University, Faridabad, Haryana **2014 – 2017**

## Skills:

* Microsoft office (Word, Excel, PowerPoint), Outlook
* Meetings: - Zoom, Teams, Google
* Research skills:- Google, LinkedIn, Zoom Info, Data.com, Angel List, FB, Websites, LinkedIn Directory, Crunch base
* Paid Services: - LinkedIn Sales Navigator, Zoom Info, Crunch base

## Experience:

**Kellton Tech Solution , Udyog Vihar, Phase-III, Gurugram October 2020 - Present**

###  Executive-Data Research

* Lead Generation (Secondary Research).
* Generate Leads for mobile/website development via Research and Emails.
* Cold Calling/Emailing/Follow-ups.
* Weekly discussion with Manager and Team member about target audience.
* Communicates regularly with Senior Leaders.
* Conduct Secondary Research through Google, LinkedIn, Zoom Info, Sales Navigator etc.
* Data Mining, Data Collection, Data filtration.
* Target the **C-level** Executives, Vice Present & Director (e.g. CEO, CTO, CIO, COO, VP of IT, VP of engineering, Director of IT etc.).

## Damco Solution, Sector 31, Faridabad December 2019 - October 2020

### Market Research Analyst

* Generate Leads for mobile/website development via Research, Email and Cold Calling.
* Conduct market research (secondary research & primary research through LinkedIn & Angel list)
* Research by using Some Marketing Tool (Angel list, Crunch Base, f6s, Google research, LinkedIn).
* Find out the clients who need mobile/website development.
* Research by using Some Marketing Tools (Angel list, Crunch base, f6s, Google Research, LinkedIn).
* Connect with C-Level Executives and Mid-Level Executives via Phone/Email & LinkedIn

## Champ Info Software, Sector-65, Noida October 2018 - December 2019

### Research Analyst

* Lead Generation (Secondary Research & Primary Research).
* Target/Reach out the C-Level Executives / Hiring Managers/ Procurements / MSP Members/ Vendors to convert into Direct Client.
* Weekly discussion with Operations manager about Target Audience or Follow-up.
* Conduct Secondary Research through Google, LinkedIn, Zoom Info, Data.com, Sales Navigator etc.
* Data Mining, Data Collection, Data filtration.
* Bulk Emailing in outlook through Mail Merge and excel sheet.
* Collect & maintain all the client information’s in Xls form (excel).