

**Address**

H No 33 Kumbharwada, Chander  
Pernem, North Goa, Goa-403512

**Contact**

(+91)7875888551  
manojbhaip6@gmail.com

**Date of Birth**

06.04.1990

**PROFILE**

Business analytics enthusiast with 8+ and skills in the field of Marketing and sales, Product development, Fintech industry and Business analysis.

**SKILLS**

- ✓ Business Analysis, data modeling, data scrapping, data mining, Python Data Analysis, SQL for data, Fin-tech Introducer, Financial Analysis, Finance and Marketing, . Knowledge of Power BI, Looker BI, Google analytic, Microsoft CRM 365, Microsoft office 365, Hubspot crm, salesforce crm, slack, Jira project development tool, Agile methodology, Microsoft excel advance.
- ✓ Excellent conceptual and analytical skills, Cross functional team Handling, Strong Communication.
- ✓ digital Marketing, Social media marketing

**SOFTWARE SKILLS**

Microsoft Excel Advance	●	●	●	●	●	●
Python data modeling	●	●	●	●	●	●
Microsoft power BI	●	●	●	●	●	●
slack	●	●	●	●	●	●
hubspot CRM	●	●	●	●	●	●
Salesforce CRM	●	●	●	●	●	●
Microsoft office 365	●	●	●	●	●	●
Jira	●	●	●	●	●	●
tally	●	●	●	●	●	●

**CETIFICATIONS**

- Fundamentals of Data Analytics- NASSCOM, Ministry of Electronics and IT Govt. Of India certificate 2021
- Python For Finance, Investment fundamentals and data analysis -July 2020 Udemy, Career 365
- Fundamentals of Data Analysis- Power of looker

# MANOJ BHAIP

Assistant Manager- Project Aquisition

**Linkedin**

<http://linkedin.com/in/manoj-bhaip-5a290956/>

**EDUCATION**

06.2011 - 05.2013

**Alard Institute of Management Science's Pune University, Pune**

Masters In Business Administration- Finance Management

06.2007 - 04.2011

**DM's College of Arts Commerce and Science, Goa University, Assagao Goa**

Bachelor Of Science- Electronics and telecommunications

**EXPERIENCE**

05.2021 - present

**Utopia Tech Pvt Ltd**

Assistant Manager- Project Acquisition

Project development, E commerce, blockchain, business analytics, funding, finance, investor acquisition. project management, Work closely with the assigned project managers / scrum masters and business to define the scope of a project, Identify and raise risks, issues, assumptions, dependencies, etc, to support solution deliver. User Story development and prioritization, BRD FRD,

10.2020 - present

**International Finance options**

Global Fintech Introducer

Fintech Introducer, analysis, marketing and lead generation, Mutual fund. derivative fund, ETF, Digital banking payments, foreign exchange, Crypto. Financial advisory. Social media marketing, google. Working with HNW client globally and providing them with best investment analysis and options.

11.2020 - 01.2021

**MATCHLESS IT UK LTD**

Account Manager Remote-consultant Freelance

Consultant, Cyber security and cloud services, Account Management. B2B Cyber Security Product sales, analysis, Marketing, data mining, data scrapping, B2B lead generation, Cold Calling, international B2B clients, Europe and UK Markets, market Analysis.

11.2019 - 11.2020

**Borneo Sky Ltd**

Senior Manager Account

SAAS sales, consultant, remote workforce management software platform sales, UK, USA, and India Markets, Digital Marketing, Data Scrapping, Data Management

## REFERENCE

On Demand

## ADDITIONAL ACHIEVEMENTS

- Attended "Yugantar" International conference and research paper presentation at Pune
- Conveyor of National Conference on "Emerging Trends and Paradigm in Business technology" Pune.
- VLSI society of India Seminar at Goa University

06.2016 - 10.2019

### **Auricle energy solutions LLC**

#### **General Manager Administration**

Digital Marketing, Data Analytics, energy management, audits Management, General Management, Solar power generation for home and Business, Solar Farm Management, Finance and accounting, Budgeting, Marketing sales of renewable energy products, Home Interiors and Automation, B2B, B2C, Social media Marketing, General Management, project management.

09.2013 - 06.2016

### **Pyramid Interiors Pvt Ltd**

#### **Finance and Accounts Manager**

Handling General Management of four companies, Pyramid Interiors pvt Ltd, Pyramid construction, Marbela resorts pvt Ltd, Pyramid Hospitality. Handle big projects like Tata Starbucks store development for TATA Starbuck, OZONE group hotel project, Taj hotels, Nestle Manpower, Budgeting to project Management, Account and Finance, Operations, Bookkeeping, Audit, Tally ERP, Budgeting, Balance sheets . Handling different cross functional teams.

05.2013 - 08.2013

### **Centrum Direct Ltd**

#### **Management Trainee**

foreign exchange, remittances, banking, book entries' bank reconciliation, sale and purchase vouching, Teller, Cashier, Forex branch Operations. customer engagement, travel desk, travel consulting.

05.2012 - 07.2012

### **Whistling woods International**

#### **Summer Intern**

finance and accounts, taxation's , budgeting, Project on "Analysis of financial condition of the company and determining the factors related".

- Delivered clerical support by handling range of routine and special requirements.
- Wrote and edited professional-level documents for the project