

Gopinathan E

SENIOR RESEARCH ANALYST

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SUMMARY

Experienced Senior Research Analyst with strong analytical skills and a commitment to organizational growth. Known for leadership characterized by honesty, dedication, and a focus on overcoming challenges to drive personal and organizational development. With over 7 years of experience in multinational corporations, I consistently deliver results with passion and satisfaction. Ready to bring the same dedication and professionalism to your team.

SKILLS

- Microsoft Excel
- Data & Statistical Analysis
- Data Collection
- Data Validation
- Database Management
- CRM (Bitrix-24, Hubspot)
- Power BI & SQL (Basics)
- Decision-Making
- Market Research
- Business Information Sourcing
- Business Analysis
- Primary and Secondary Research
- Research Strategy & Problem Solving
- Social Media Analytics
- Web Analytics
- Quality Assurance (QC)
- Quantitative and Qualitative Research
- Team Management
- Product Analysis (E-commerce)
- Project Management
- Statistical Software (for data analysis)
- Report Analysis
- Data cleaning

EXPERIENCE

Senior Research Analyst

AgileIntel Research Private Limited *Jul 2020 - Jan 2024*

- Worked with international clients, including Statista.com, on data-driven projects.
- Gathered, analyzed, and synthesized data from various sources such as reports, infographics, journals, surveys, interviews, and opinion polls.

- Compiled and updated findings into comprehensive reports, infographics, and visual presentations.
- Applied data visualization techniques to interpret data, identify trends, and provide actionable insights.
- Proficient in Microsoft Excel for data analysis and reporting.
- Collected and analyzed currency and revenue data from company annual reports and reputable third-party sources.
- Managed daily project activities to ensure alignment with project objectives and timelines.
- Identified E-commerce trends and insights using statistical data analysis techniques.
- Conducted thorough investment research and financial analysis, generating detailed reports.
- Executed secondary research to gather global data, ensuring accurate daily updates in client databases.
- Presented research findings through structured deliverables, including spreadsheets, reports, and presentations.
- Performed in-depth research in sectors like E-commerce, IoT, Transportation and Logistics, Health and Pharma, Chemical Products, and Smart Home Products and Appliances.
- Specialized in industry research focusing on car manufacturing, F&B industry analysis, revenue, and pricing trends.
- Updated the Company Database Tool with precise currency and revenue data, utilizing a VPN connected to a German server.

Research Analyst

Texila Educational & Management Services Pvt Ltd *Nov 2017 - Mar 2019*

- Conducted in-depth research using tools like LinkedIn Sales Navigator, Google, CapitalIQ, ZoomInfo, Factiva, Hoovers, RocketReach, Hunter, Lusha, Tracxn, Neverbounce, Apollo.io, Facebook, Instagram, Twitter, Crunchbase, and Hubspot.
- Experienced in utilizing marketing analytics tools, including web and social media analytics, marketing automation, and CRM systems.
- Proficient in Microsoft Excel for data analysis and reporting.
- Collected personal emails in compliance with client requirements and data privacy regulations.
- Managed and led a team, delegating tasks, and performing quality checks.
- Executed targeted outreach email campaigns and provided responsive email and chat support.
- Created customized presentations and reports based on managerial requirements.
- Conducted comparative analysis of educational products and EdTech solutions.
- Engaged in cold calling and managed email communications with clients and customers.
- Maintained and updated accurate records within CRM systems like Bitrix CRM and Hubspot CRM.

Research Analyst

Kamsys Techsolutions India Private Limited *Oct 2014 - Oct 2017*

- Conducted in-depth data research and analysis using ZoomInfo, LinkedIn, CapitalIQ, Hunter, Crunchbase, Factiva, and Apollo.io, tailored to client specifications.

- Proficient in Microsoft Excel for data analysis and reporting.
- Extracted and validated data from LinkedIn and LinkedIn Sales Navigator, and social media platforms (Facebook, Twitter, Instagram).
- Implemented outreach email campaigns that enhanced lead generation and client engagement.
- Managed a research team, assigning tasks, performing quality checks, resolving queries, and maintaining progress reports.
- Ensured high-quality standards through rigorous quality checks and regular team training.

EDUCATION

B.Tech in Information Technology (70%)

Anna University *Aug 2010 - Apr 2014*

Higher Secondary School (67%)

A.A.M.G.H.S.S , Annur *Jun 2008 - Apr 2010*

High School (74%)

G.H.S, Anaiyur *Apr 2008*

SOFTWARE & TOOLS

- Adobe Photoshop
- Microsoft Office Suite (Word, Excel, PowerPoint, SharePoint)
- Google Sheets
- Automated CDB Tool Expertise
- Statista
- Google Trends
- Tableau
- Think with Google

PERSONAL DETAILS

- **Date of Birth: 21/06/1993**
- **Marital Status: Married**
- **Gender: Male**

DECLARATION

I, Gopinathan E, declare that the information provided is true and accurate to the best of my knowledge.

GOPINATHAN.E