



SHREYA PUGAONKAR



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nkar

SKILLS

- Time Management
- Adaptability
- Problem Solving
- Research Skills
- Data & Sales Intelligence
- Client relationship building
- Microsoft Office Suits
- Microsoft Power BI

PERSONAL DETAILS

- Nationality: Indian
- Visa Status: Resident Visa/
Spouse Visa
- Language: English, Hindi
and Marathi

PROFESSIONAL SUMMARY

Results-oriented and data-driven Market Research professional have experience in gathering and evaluating market data, managing client databases, and developing new business strategies. Capable of evaluating the market and competitive conditions. Possess a strong goal-oriented approach, attention to detail, and excellent analytical skills.

WORK HISTORY

June 2024 - Current

MBG Corporate Services - Business Advisory Executive, Dubai, UAE

- Researching, analyzing and tracking relevant data and information to be maintained within our proprietary databases.
- Building and nurturing client relationships for repeat business and referrals.
- Forecasting and tracking marketing and sales trends through data analysis.
- Analyzing competitor pricing, sales, marketing, and distribution strategies.
- Developing and executing strategic sales plans for corporate services.

January 2022 - June 2024

Infobeans - Market Research Associate, Pune, India

- Interacted with the sales leadership team to align strategies through discussions with sales and marketing.
- Conducted research on customers, competitors, market trends, financial, and operational data.
- Performed market sizing, competitive analysis, market penetration studies, SWOT analysis, MQL evaluation, and sales tool assessments.
- Assisted SDRs & AEs with ABS strategies, prospecting, and data enrichment.
- Provided highly qualified data, directly contributed to closing deals, and supported revenue growth.

September 2019 - December 2021

XDBS Corporation - Research Analyst, Pune, India

- Understand company services to align marketing strategies.
- Manage contact database: sourcing, qualifying, classifying, and updating.
- Build and update a lead database using online tools and CRM.
- Maintain lead reports for activity tracking and visibility.

EDUCATION

Bachelor of Engineering, Electronics & Telecommunication
University of Pune, India
2017