

Sayak Chakraborty

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SUMMARY

Ambitious and result-oriented MBA graduate with strong research inclination and a track record of executing successful projects. Brings expertise in IT markets, technology products, digital products, and industry trends. Skilled in conducting in-depth market research, analyzing data, and translating insights into actionable recommendations. Proficient in SPSS, R, and Microsoft Office Suite (Excel, PowerPoint, Word) with experience in Pivot Tables. Adept in database tools such as Factiva, Capital IQ, and ZoomInfo. Proven ability in strong analytical thinking, effective communication, project management, and process improvement, with a consistent focus on accuracy, attention to detail, and collaboration.

EXPERIENCE

Gartner Jun '24 — Jan '25
Specialist, Research Gurugram

- Learned and executed Gartner's proven methodology, tools and technologies for conducting world-class research that helps identify best practice solutions to many of today's biggest business challenges.
- Conducted root cause analysis, hypothesis generation, and other quantitative and qualitative research methods to analyze and solve business problems.
- Established clear understanding of roles, requirements, project management plan and success criteria at project kick-off.
- Created role-relevant insights by speaking with senior executives, academics, industry experts, and conducting wide ranging secondary literature searches.
- Developed a deep understanding of the IT leaders' workflow & IT industry trends to create actionable and insightful content.
- Collaborated with global project managers and subject matter experts to enhance research quality.
- Actively participated in formal and informal brainstorming & knowledge sharing sessions.
- Ensured quality, accuracy, and defensibility of data-driven insights in research deliverables.

Espalier.ai Mar '24 — Jun '24
Strategy Consultant Intern Gurugram

- Utilized web research tools such as Capital IQ, Factiva, ZoomInfo, and Apollo to gather and validate vendor information, tailored to client requests.
- Applied secondary research skills to identify vendors, their product offerings, and relevant POCs, ensuring comprehensive and actionable insights.
- Synthesized unstructured web data into structured insights, eliminating irrelevant information to provide clients with high-value insights.
- Assessed annual reports, investor presentations, and business documents to develop strategic growth recommendations for clients.
- Delivered analytical findings within stipulated timelines, ensuring adherence to process deadlines and quality standards.

Straits Research Pvt Ltd May '22 — Jul '22
Research Associate Intern Pune

- Conducted secondary research to segment global markets regionally, utilizing white papers, research studies, and online resources.
- Analyzed the compound annual growth rate and assessed current and future market prospects to forecast upcoming market trends.
- Analyzed data and research findings to draw meaningful insights and conclusions, addressing specific research queries effectively.
- Developed detailed research summaries and reports, delivering actionable insights for clients.
- Ensured high-quality and timely delivery of research deliverables while maintaining data accuracy and defensibility.

EDUCATION

MBA, Jaipuria Institute of Management (GPA: 60%) Aug '21 — May '23
Noida, UP

BBA, Dr. B. C. Roy Engineering College (GPA: 70.5%) Aug '18 — Jun '21
Durgapur, WB

PROJECTS

Accenture Project Management

PwC Tax Project

KPMG Data Analytics