

RESUME

Name : Trupti Ankush kanse

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OBJECTIVE

A detail-oriented and organized Market Research Analyst with **3 years of experience in secondary research, calling and lead generation**. Proven ability to handle inbound and outbound calls, qualify prospects, explain projects, and schedule site visits. Strong communication, follow-up, and customer engagement skills with a background in real estate & IT industry sales support.

EDUCATION PROFILE

2023	Master of Business Administration(MBA) Rajarambapu Institute of Technology,Islampur.	Distinction.
2021	Bachelor of science S.G.M College,Karad Shivaji University,Kolhapur	Distinction
2018	Higher School Certificate S.G.MCollege,Karad Maharashtra board of higher Education	First Class
2016	Secondary school certificate Bharari vidyapeeth girls' school, kadegaon. Maharashtra board of higher Education	Distinction

PROFILE SUMMARY

- Results-driven Research Analyst with more than 3 years of experience in **secondary research, calling and lead generation**, and delivering actionable insights to support business growth.
- Skilled in analyzing complex datasets, identifying market trends, and providing strategic recommendations
- Skilled in explaining project or service details, understanding customer requirements, and maintaining strong follow-ups.
- Proven ability to coordinate with sales teams for site visits and opportunity conversion. Strong communication skills with a target-driven approach and incentive-based sales mindset.

WORK INTEREST

1. Market Research 2. Pre-sales/ calling 3. Research Analysis 4. MIS Reporting

SKILLS

- Real Estate Tele calling & Pre-Sales
- Inbound & Outbound Sales Calls
- Lead Generation & Lead Qualification
- Site Visit Scheduling & Coordination
- CRM & Call Follow-ups
- Property Pitching
- Customer Handling & Objection Management
- Sales Conversion Support
- Target Achievement & Incentive-Based Sales
- MS Excel (Advanced), PowerPoint
- Strong Written & Verbal Communication
- Market Research (primary and secondary)
- Report Writing
- Power BI (Dashboards & Visualization)
- Languages – English, Hindi, Marathi

PROJECTS

- **Title** – Study of Service Quality of Hotel Industry with Special Reference to Vithal Kamat`s Family Restaurant, (perle)
- Duration** – 1 months
- Organization** – **Vithal Kamat`s Family Restaurant, Perle**

- **Title** – Study of how analytical tools help businesses to solve problems with special reference to Estatemint private limited, (Pune)
- Duration** – 6 months
- Organization** – **Estatemint private limited,pune**

WORK EXPERIENCE

- **EstateMint as Associate Market Research (Feb 2023 – Dec 2023)**
- Supported the sales team with real estate pre-sales activities, including lead generation, lead qualification, and follow-ups through outbound and inbound calls.
- Engaged with potential buyers to understand requirements, budget, and location preferences, ensuring only

qualified leads were passed to the sales team.

- Explained project details, pricing, amenities, and investment benefits to prospects over calls.
- Coordinated with sales and marketing teams to schedule site visits and support business development efforts.
- Maintained and updated lead data, call status, and follow-up details to ensure effective conversion tracking.
- Analyzed customer inquiries and call responses to identify buyer trends and demand patterns for real estate projects.

▪ **Futurism Technologies as Market Research Analyst. (Jan 2024 – Oct 2025)**

- Identify and verify potential leads and key decision-makers through various sources.
- Made outbound and inbound calls to potential clients to promote IT services and solutions.
- Identified customer requirements and qualified leads based on business needs and budget.
- Explained IT services, offerings, and value propositions clearly to prospects.
- Followed up with interested leads and nurtured prospects to support the sales pipeline.
- Maintained accurate call records, lead status, and follow-ups in CRM or Excel.
- Coordinated with sales and technical teams to pass qualified leads for further discussions.
- Assisted in achieving daily calling targets and monthly lead-generation goals.
- Handled objections professionally and ensured positive customer interactions.
- Gather and validate data from online sources, databases, and company reports for market insights.

PERSONAL INFORMATION

- **Name** : Trupti Kanse
- **Gender** : Female
- **Date of birth** : 13/5/2000
- **Languages** : English, Marathi, Hindi
- **Hobbies** : Reading, Drawing, cooking
- **Address** : Khambale (Aundh), Taluka Kadegaon, Dist. Sangli, 415 304

DECLARATION

I here by declare that above mentioned information is correct up to my knowledge & I bear the responsibility for the correctness of the above-mentioned particulars.

Date :
Place:

(Trupti Kanse)
Signature

