

# AVINASH YADAV

+919619609659, avikydv@gmail.com, Mumbai, India, 400101

## SKILLS

- Strong team-building skills
- Advanced Excel, Power point
- Knowledge of SAP FICO: General Ledger, Financial Reporting, Accounts Payable/Receivable, Asset Accounting
- Understanding of Swot Analysis, Porter's Five Forces & PESTLE
- Understanding of Financial Modeling
- Good knowledge of measurable tasks
- Understanding of financial market & capital market
- Coordinated departments to focus on goal plans
- Tally ERP 9.0

## PROFESSIONAL SUMMARY

Planning, managing and executing assignments with a growth-oriented organization. Ambitious to build a career with an organization where team work is required and hardworking is appreciated and to be in a position which is best suited to my knowledge and skills. Possesses seasoned abilities with identification of operational issues and the methods to address them.

## EXPERIENCE

### **Sr. Research Executive, May 2022 - Current**

PMAM IT Pvt Ltd, Mumbai, India

- Gathering all the company's information like company description, its services, Industry, Products and Revenue
- List building as per scope
- Company Profiling
- Lead Generation from web, LinkedIn, ZoomInfo and Lead411 Mass Email Campaign from CRM
- Data Mining as per the guidelines
- Doing Quality
- Making reports in excel
- Maintaining database of data
- Data Building & Data Validation.

### **Executive, Oct 2019 - May 2022**

Befree Business Resourcing LLP, Mumbai, India

- Gathered all the company's information like company description, its services
- List building as per scope
- Searched Contact Details from web & LinkedIn
- Searched company industry and its services
- Data Mining as per the guidelines
- Doing Quality
- Making reports in excel
- Helped drive team goals and achieve monthly targets
- Ability to work under pressure
- Data Building & Data Validation – Accounting & Financial Planning Firms
- Allocating data in CRM for BDE'S.

### **SR. Associate Research, Jul 2014 - Oct 2019**

Datamatics Business Solutions Ltd, Mumbai, India

- Gathered all the company's information like company description, its products and services, recent events, locations, management, company's financials from company's website and databases and putting them in an Excel.doc in a systematic manner
- Industry Coding as per the standard per given criteria & specifications
- Revenue Research through Bloomberg, Hoovers & OneSource
- Searched Contact Details from web & LinkedIn
- List building and List research as per scope
- Allocating work to the team members
- Performed Quality checks on the research and verification done by the researchers and strive to maintain
- Handled projects individually
- Engaging with client on monthly/weekly basis for performance and feedback review
- Taken initiative for team development and team bonding activities to provide better working environment
- Implemented innovative Ideas as Star Performer of the week and month
- Providing timely feedback and update to the management regarding performance of the process and improvement areas
- Mentored and Given training to junior and new staff.

## **EDUCATION AND CERTIFICATIONS**

**MBA:** Finance

Thakur Institute of Management Studies And Research, Mumbai

**Certification:** SAP FICO

Henry Harvin, May 2024

Completed comprehensive certification program covering key SAP FICO modules, including General Ledger Accounting, Accounts Payable, Accounts Receivable, Asset Accounting, and Financial Reporting.

**Certification:** Tally ERP 9.0

NIIT, August 2012

## **PERSONAL INFORMATION**

- Date of Birth: 07/08/92
- Gender: Male
- Marital Status: Married

## **HOBBIES AND INTERESTS**

- Listening Music
- Travelling
- Playing cricket