ADARSH KANDOTH

SALES ANALYST | BUSINESS ANALYST | BUSINESS DEVELOPMENT | SERVICE MANAGEMENT
KEY ACCOUNTS MANAGEMENT | 8+ Years IT Sales Experience

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SEASONED BUSINESS MANAGEMENT PROFESSIONAL

Results-driven business and sales professional with 8+ years of experience in Sales Operations, Business Development, and Key Account Management. Proven ability to drive revenue growth through sales strategy, market analysis, and strong client relationships. Experienced in translating business insights into actionable strategies in fast-paced environments.

EDUCATION

- **M.S. in BUSINESS ANALYTICS (PURSUING),** Saint Peter's University, Jersey City, NJ – **Feb 2026**
- **BACHELOR OF SCIENCE (COMPUTER SCIENCE),** Thakur College of Science & Commerce, India **– Mar 2015**

SKILLSET

Sales Strategy & Revenue Optimization	Customer Segmentation	Negotiation Strategy
Business & Sales Performance Analysis.	Data Driven Decision Support	Account Analysis
KPI Definition, Tracking & Reporting	Pricing Strategy and Profitability Analysis	Sales Operation
Sales Funnel and Pipeline Analysis	CRM Analytics and Sales Operation	Budgeting/Forecasting
Forecasting, Budgeting Planning	Business Management Gathering	Revenue Planning
Territory & Account Performance Analysis	Process Improvement Optimization	Trend Analysis
Market Research & Competitive Analysis	Efficiency Optimization	Time Management

PROFESSIONAL EXPERIENCE

ASSISTANT SALES MANAGER | *Quikchex* – India **May 2022 – August 2024**

- Created value for the organization by developing effective **sales strategies** aligned with revenue goals and client requirements.
- Analyzed sales performance and pipelines to support **revenue planning** and improve overall conversion outcomes.
- Engaged with prospective clients to understand requirements, deliver optimized solutions, and ensure high levels of client satisfaction.
- Established and nurtured long-term relationships with clients, partners, and stakeholders to support business growth.
- Supported expansion initiatives through **market research and competitive analysis**, identifying partnership and growth opportunities.

ENTERPRISE ACCOUNT MANAGER | *Quikchex* – India **Jan 2020 – Jul 2022**

- Managed enterprise accounts by executing **sales strategy** initiatives and delivering optimized client solutions.
- Monitored account performance using **KPI tracking and reporting** to support forecasting and performance evaluation.
- Maintained ongoing client relationships through effective **CRM usage and sales operations** practices.
- Handled sales for financial products using structured **pricing and negotiation strategies** to achieve revenue targets.

BUSINESS DEVELOPMENT EXECUTIVE | *DiTech Creative & Digital Marketing* – India   **Jan 2019 – Dec 2019**

- Supported business development initiatives by contributing to strategic planning and **sales performance analysis**.
- Built a strong sales pipeline through **market research**, lead generation, and partnership development.
- Presented periodic performance updates and insights to leadership to support informed decision-making.

BUSINESS DEVELOPMENT EXECUTIVE | *Visionary Studioz* – India   **Aug 2018 – Dec 2018**

- Generated new sales opportunities through relationship building and targeted **account analysis**.
- Supported product launch initiatives by coordinating with internal teams and executing promotional strategies.
- Provided end-to-end client support while contributing to overall **revenue growth** objectives.

PROJECT MANAGER | *DiTech Creative & Digital Marketing* – India   **Dec 2016 – Jul 2018**

- Coordinated cross-functional teams to deliver projects efficiently across planning, execution, and closure phases.
- Gathered business requirements and supported **process improvement** initiatives for digital solutions.
- Designed application and website workflows aligned with client needs and business objectives.
- Managed documentation, timelines, and **resource allocation** to ensure successful project delivery.

ACADEMIC PROJECTS

- Healthcare Data Analysis for Predictive Diabetes Insights (**Python, Pandas, Numpy, Machine Learning**)
  (DS-542 Python in Data Science)
- Employee Attrition Prediction Using Machine Learning(**Python, Machine Learning, Pandas, Random Forest, Logistic Regression, Scikit-learn, Trend Analysis**)
  (DS-660 Business Analytics)
- Portfolio Analysis – ELF Cosmetics (**Python (Financial Modeling), Excel, Discounted Cash Flow (DCF), Financial Modeling**)
  (GB–530 Corporate Finance)
- Zomato Delivery Route Optimization & ETA Prediction(**Python, Pandas, NumPy, Scikit-learn, Matplotlib, Seaborn, Canva**)
  (DS-680 Marketing Analytics and Operation Research)
- Research Review: Anthropomorphism, Anthropectomy & Research Bias(**Microsoft Word / PDF Editors, Scholarly Databases (Google Scholar)**)
  (DS-520 Data Analytics and Decision Model)
- Airbnb Sales Analysis | Power BI Dashboard Project(**Power BI (DAX, data modeling, dashboards), Microsoft Excel, Kaggle datasets, data visualization & business intelligence tools**)
  (DS-621 Business Analytics and Power BI)

RESEARCH & PUBLICATIONS

- Hybrid Deep Learning and Econometric Models for Financial Market Forecasting: A Review of Emerging Approaches and Their Impact on Trend Prediction
  Published In: Iconic Research and Engineering Journals
  Publisher: IRE Journals
  Published Date: 13-10-2025