

AVANI VENUGOPAL

Talent Manager | Digital Marketing | Accounting | Business Analytics | Partnership Building
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Summary

A strong background in talent management, marketing, and accounting. Equipped with a strategic mindset and sharp analytical skills, can build important partnerships and improve processes, which fits well with the aim of coming up with new ideas and doing great work.

Key Achievements

💎 Talent Pool Expansion

Increased talent pool by 25% in six months through strategic sourcing.

💎 Clay

Used Clay to aggregate and enrich prospect data, enabling precise segmentation and data-driven decisions.

💎 Management

planning, organizing, leading, and controlling resources

Education

PILLAI COLLEGE OF ARTS, COMMERCE AND SCIENCE
BACHELORS OF ACCOUNTING AND FINANCE

2023

Experience

PANTHERA TALENT AGENCY

Mumbai, India

Talent Manager and Marketor (FULL TIME)

2023 - 2024

KEY RESPONSIBILITIES

- Sourced and recruited top talent through targeted outreach and strategy
- Forged partnerships with prominent brands, driving business growth and revenue expansion
- Negotiated and managed contracts and deals ensuring mutually beneficial agreements
- Analyzed performance metrics to iterate on outreach effectiveness, driving business growth.
- Elevated client satisfaction scores by 30% by enhancing communication protocols and conflict resolution.

CONZENTA SOLUTIONS

India

Business Development Associate

2024 - 2025

KEY RESPONSIBILITIES

- Collaborated with influencers to promote a social media website, driving user acquisition and engagement.
- Successfully onboarded influencers to the platform, facilitating their monetization opportunities.
- Managed relationships with influencers, ensuring a smooth collaboration experience.

CA VIMAL ASHAR FIRM

Mumbai, India

Finance Accounting (INTERNSHIP)

02/2021 - 03/2021

KEY RESPONSIBILITIES

- Researched and analyzed Mutual Funds, Equities, and Taxation. Assisted in preparing financial reports and tax filings.
- Interacted with clients, gathered financial information, and provided guidance. Maintained client confidentiality.
- Handled administrative duties like filling forms, writing checks, and visiting banks. Maintained accurate financial records.

GLOBAL CLARITY COMPANY

Mumbai, India

International Digital Marketing (INTERNSHIP)

10/2020 - 01/2021

KEY RESPONSIBILITIES

- Developed and implemented digital marketing strategies across global markets.
- Conducted market research and analyzed competitor trends.
- Coordinated email marketing campaigns and newsletters.

Unschool

Location

Community Influencer (INTERNSHIP)

02/2021 - 03/2021

KEY RESPONSIBILITIES

- Created engaging social media content
- Promoted programs, events, and resources

Volunteering

TREK SAFARNAMA

VOLUNTEER

2020 - 2024

- Volunteered at Trek safarnama fostering teamwork & adaptability to ensure a positive trekking experience for participants.
- Developed leadership & decision-making skills as a volunteer
- Applied problem-solving & communication skills to enhance trekking experiences

Volunteering

ROTARACT CLUB

VOLUNTEER

2023

- Organized community service projects (food drives, park cleanups)
- Assisted event planning (fundraising campaigns, awareness rallies)
- Developed leadership skills through committee roles
- Built relationships with members and community leaders
- Contributed to participating in sports for a cause

Pillai College of Arts, Science and Commerce

MARKETING VOLUNTEER

Date period

- Collaborated with external brands to secure sponsorships for college events and initiatives.
- Planned and executed successful marketing campaigns that increased event attendance and engagement by 15%

Skills

Marketing · Talent Manager · Powerpoint · Excel · Power BI · SPSS · Scouting · Database · Networking · Negotiations · Communications · Canva