**Akanksha Gupta**

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| **CAREER OBJECTIVE** | | | | | | |
| Seeking a career to utilize my knowledge, experience, personal skills to gain comprehensive understanding at a reputed organization so as to take responsibility and contribute significantly for the betterment and growth of the enterprise.  And continuously enhance my knowledge & skills by achieving professional & personal growth in all aspects of life.  ss | | | | | | |
| **PROFESSIONAL EXPERIENCE**  **PROFESSIONAL EXPERIENCE** | | | | | | |
| **Synergy Ltd (May-Dec 16)**  **Big Basket**  **(Oct-feb 20)**  **Byju’s**  **(June-present)** | | Location: Mumbai  Designation: Business development Associate   * Invite CEO, MD and Heads of department of corporates and banks for the event. * Get full knowledge about their background what expertise they have. * Call their secretaries and get appointment. * Doing 2 call back 3rd call back for their confirmation. * Get their confirmation how many people will be participating in an event. * Get form which is signed by higher authorities. * Doing follow up and close the deals. * Get payment by companies. * Doing calls 60 to 70 daily to get connected with different heads of department of one company. * After payment doing follow up for their tickets, hotel bookings.   Location: Gurgaon  Designation: Business development Executive   * Handling B to B and B to C * Promotion of BB Daily in Gurgaon in Societies and Corporate Area * Taking permission from society and put a stall in society * Negotiation for prices to save our extra cost which helps in Company Revenue * Direct interaction with customer * App installation of BB Daily * Wallet recharge from Customers * Taking Feedback from customers * Help them to recharge again and purchase from bb daily * Put a stall in Corporate Area * Stall in Societies functions like Christmas, Holi,Diwali * Maintain data in Excel of Customers * Call on the data for new customers * Call on an old data of bb daily customers * Team Leading of Five people   Location: Lucknow(WFH)  Designation: Pre Sales Associate   * Calling on leads which is given by company * Make a follow-ups * Speak to parents and child * Book counseling session for team * Take the confirmation for counseling session * Update on the sheets * Keep a track of session BDA has reached or not * Marked activity on that * Take a follow up for the session that is closed or not * If session is cancelled for any reason then reschedule them | | | | |
| **INTERNSHIP** | | | | | | |
| **Reliance Securities**  **Ltd** | Location: Agra (U.P.) Designation : Intern  Title: Consumer Buying Preference And Comparative Analysis   * Contributed to the growth of the Retail business by getting 3 new clients. * Get knowledge about share market and Home meetings with clients. * Contact to the existing customer & try to solve their problem if any * Cold Calling | | | | | April-May  2014 |
| **Big Bazaar** | Sales and Service.   * Dealing with customers & customers issues. | | | | | 24th– 26th Jan,2015 |
| **NGO PROJECT** | | | | | | |
| **Dharma Bharathi Mission** | Designation : Volunteer  Task: Create Awareness of N.G.O “COLLECT MONEY” FOR unprivileged/ Dropouts/Skilled and unskilled people.  Contributed to plan and coordinate participation in the Mega Event “Job Fair” organized by Dharma Bharathi Mission. | | | | | 10th-22nd Nov,2014 |
| **ACADEMIC CREDENTIALS** | | | | | | |
| **Degree** | | | **Institute, Location** |  | **Year** | |
| **PGDM (Marketing)** | | | ITM Business School, Kharghar, Navi Mumbai |  | 2016 | |
| B.Tech(C.S) | | | Shridhar University, Pilani |  | 2014 | |
| XII (UP) | | | Q.V.G.I.C, AGRA |  | 2009 | |
| X (UP) | | | Q.V.G.I.C, AGRA |  | 2007 | |
| **STRENGTHS** | | | | | | |
| Adaptable, Punctual, Team Player & Self-Motivated are some of my key strengths. | | | | | | |
| **TECHNICAL QUALIFICATIONS** | | | | | | |
| **Technical**  **Knowledge** | | Basic Knowledge of Computer, Internet Applications, MS-Office, MS-Excel, Outlook. | | | | |
| **POSITIONS OF RESPONSIBILITY** | | | | | | |  | 2015 |
| **ITM Business School** | Course coordinator – Marketing management Member of Creativity Team in maverick | | | | | 2014 |
| **Graduation** | Member of Cultural Committee | | | | | 2014 |
| **EXTRA CURRICULAR ACTIVITIES AND ACHIEVEMENTS** | | | | | | |  |  |
| **Achievement** | * 1st position in Sanskrit Akhil Bhartiya Quiz * 1st position in making cushion competition | | | | |  |
| **Competitions** | * Dance * Computer Quiz * Olympiad | | | | |  |