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| Area Sales Representative, Reliance BP Mobility Ltd  bp Marketing Ltd   * AutoCAD, MS office * Exploring new places, listening to music and driving   **SKILLS & HOBBIES**  **MBA** | Amity Business School| 2019  **B.Tech (Civil)** | Noida International University | 2016  **Diploma (Civil)** | Shridhar University | 2013  **Class X** | Sunbeam School Varuna| 2010  **Class X |** Sunbeam School Varuna| 2010  **EDUCATION**  202, Rz-12, Adarsh Apartments, Matiala Extn, Uttam Nagar, New Delhi, 110059  shubhsgr9@gmail.com  999762444/7011870638   * www.linkedin.com/in/shubham-sagar-gupta-805ab8106   SHUBHAM SAGAR |  | **WORK EXPERIENCE** |
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|  | **Area Sales Representative**  **Reliance BP Mobility Limited** |July 2019 to Nov 2021   * Managing the Sales and Operations of 7 Petro Retail Outlets for Fuel & Non-Fuel Business * Identifying new prospects and OTP of NRO after Trading Area Analysis   **Relationship Manager**  **Casa Infrabuild & Developers Pvt Ltd** |May 2016 to November 2016   * Managing sales team * Customer relationship management   **Graduate Engineer Trainee**  **GKC Projects Ltd**|Dec 2016 to May 2017   * Responsible for non-tower area& checking of RCC structure as per the drawings & IS CODES * Supervising the construction work like shuttering, reinforcement, alignment of shuttering and pouring of concrete * Supervision of quality control of concrete; preparing and checking of quantities of subcontractors’ bills   **1MG Technologies Pvt Ltd** |May 2018 to July 2018   * Conducted a study on optimization and streamlining of operations of DPML Unit of 1 MG Technologies Pvt Ltd to improve TAT and reduce error percentage as a summer intern * Made recommendations on handling the peak orders and have zero backlog every day   **Prosportify (ITV Network)** |January 2018   * Lead a team of 25 volunteers to manage the operations on ground for Pro Wrestling League, 2018   **Paytm**| October 2017 to July 2018   * Worked as campus ambassador and indulged in brand promotional activities to make Amity University a cashless campus   **INTERNSHIPS** |
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**EXTRA-CURRICULAR**

* Participated in Optiemus Brand workshop titled ‘Role of Brands in Influencing Buying Behaviour’
* Appointed commander of the platoon in Amity Green Horns Military Training Camp
* Won bronze medal in Tug of War, Sangathan
* Volunteered for Noida Rotary Blood Bank
* Member of Marketing Club and Photo Factory of Amity Business School
* Participated in Finanza Fuzz held by Finance Club
* Lead poster making team in GCCS
* Won gold medal in inter-school badminton competition
* Awarded with **Jubilant Life Sciences Best Student for Entrepreneurial Excellence** award | 2019
* Awarded for **Excellence for CRC and Placement Committee** | 2019
* Awarded with **Rockstar Certificate from Paytm** during the Campus Ambassador Programme to make Amity cashless campus| 2018
* Awarded with **Outstanding Performance and You Make The Difference Certificate** by Bagrry’s India Ltd for best performance in sales | 2017
* Represented Amity University in GCCS | 2017
* Awarded with **Shining Star of NIU** | 2016
* Awarded 3rd prize in Model Exhibition of Civil Engineering | 2015

**Recognitions**

**Head, Corporate Resource Centre** |2017 to 2019

* Coordinated end-to-end placement process and corporate activities

**Member, Global Leadership Research Conference**|2018

* Been part of organizing committee and was responsible for hospitality

**Head, Global Conference on Cyber Space**|2017

* Organizer of the run-up event
* Planned, orchestrated and developed awareness
* Visited schools and spread awareness among students about cyber crime

**Volunteer, Startup Expo (TiE)** | 2017

* Volunteered at 2nd Edition of Startup Expo which brought together the entire ecosystem to put their weight together and provide startups with the support they need to succeed

**Assistant to Vice-President, Indian Exposition Mart Limited (IEML)**| 2016

* Workedas the head ofvolunteers in IEML during the 12th Auto Expo

**Positions of Responsibility**

**Socioteria** |August 2017 to March 2018

* Worked as a business development manager and conducted market research to study Consumer Perception on Food & Students’ Accommodation for Amitians

**Bagrry’s** |August 2017

* Promoting Bagrry’s product and customer acquisition during Big Day Sales

**Delhi Metro Rail Corporation (DMRC)** |June 2015 to July 2015

* Construction of CC20, Naraina Vihar Metro Line using Cut N Cover and Tunnel Boring Machine (TBM)

**J Kumar Infraprojects Ltd** | June 2014 to July 2014

* Construction of underground metro station and tunnel by TBM for DMRC CC24 Project

**INTERNSHIPS**