



SAGAR GUPTA

PROJECT MANAGER

INTRODUCTION

Hi there! I'm Sagar and I have an enriched experience of more than 5 years in education sector. I have worked on various projects which includes STEM, Robotics, Artificial Intelligence, Integrated classes for K-12 competitive exam, School management etc. Currently working with a school management company, I have had the opportunity to lead a team of faculties, content developers, counselors, marketing, sales and human resource.

PROFESSIONAL SKILLS

Product Planning
Team Management
Content Development
Marketing Strategy
Cross Selling
Curriculum Development
Requirement Analysis
Team Building

CAREER PROGRESSION

PROJECT MANAGER

Mpower Edupreneures, June 2018 - Present

- Application of knowledge & skills for project development after understanding primary market analysis in compliance with the need
- To strategize tools and techniques to ensure the accomplishment in time and prudence
- Profitability impact of the company through ensuring strategic and tactical decision, liaising with the School Principals, Business heads and Stake holders for the smooth functioning of the business
- Conduct weekly department coordinators meetings to reinforce standards and procedures, conduct performance evaluation for all coordinators
- Handled a team size of 40-50

CO - FOUNDER

MechaToy Creator LLP, Aug 2016 - May 2018

- Designed different K-10 teaching tools aligned to various concepts of science, mathematics and robotics
- Developed service catalog based on identified market need and categorized different product & services
- Conducted various seminars and talk show for creating awareness among teachers and parents on STEM education
- Identified key decision makers in potential target customers and created proposition
- Generated financial report for potential investor
- Empowered close to 30000 Students, 500+ Teachers and 60+ Schools across Chhattisgarh
- Successfully established a venture with annual turnover of ~ INR 4 lakh
- Achieved break even on the investment of INR 6.5 lakhs at the end of 18 months
- Established partnership with various schools for developing practical learning lab and science center

OPERATIONAL MANAGER

Freelancer, Jan 2016 - Feb 2018

- Developed business opportunities in both B2B and B2C channel with BITS Bilaspur and ACES Bhilai
- Worked with marketing and promotion team to drive awareness campaign for target market/clients
- Developed various proposals for target clients with relevant info and quotes
- Managed and maintained various sales channels/ clients database

SUBJECT MATTER EXPERT

Freelancer, Jan 2016 - Feb 2018

- Worked with AIETS Delhi, Practice Mock Delhi & Oliveboard Bangalore mainly responsible for mock question design of Maths and DI for various Banking exams and other government exams
- Analyzed various exam patterns for creating similar mock papers as per exam requirement
- Created/Edited lessons as per individual exam patterns

CONTACT DETAILS

Number: 7489480904
Email: sagar.bit.gupta@gmail.com
Website: www.sagargupta.co
Address: Shivaj Chowk, Rajim,
Raipur (Chhattisgarh)

ACADEMIC BACKGROUND

NATIONAL INSTITUTE OF TECHNOLOGY, ROURKELA

M. Tech. in Machine Design (2016)

- Graduated with 9.13 CGPA
- Project - seven leaf steel and composite multi leaf spring is modeled and analyzed in Ansys 15.0, Achieved weight reduction, stiffness increment and higher frequency as a result of using composite multi leaf spring

BHILAI INSTITUTE OF TECHNOLOGY, DURG

B.E. in Mechanical Engineering (2013)

- Graduated with 8.23 CGPA
- Executive Member of Mechanical Engineering Association, Energy and Environment Conservation Club
- Organized various technical and cultural events in annual college fest
- Worked as a managing partner in a modular robotics organization in the field of hands-on science and technology
- Develop presentation and delivered it based on client requirement
- Generated revenue of around INR 60000 through paid workshop

AWARDS AND ACHIEVEMENTS

- Scored 98.5 percentile in GATE 2014 among two lakh aspirants
- Bagged offer from Viraj Profiles Private Limited and Toppr.com
- Qualified in the Extended Merit list of IITJEE 2009
- State champion in Vedic Mathematics paper presentation conducted by Vidya Bharti in 2006