

Harsh Gupta

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EDUCATION

- EdYoda Digital University, India** **May-2022–**
Present
6-Month Certification | Program Name
• Relevant coursework:
- Galgotias University, Greater Noida** **August 2018 – May2021**
B.A (Hon) | Economics
• CGPA: 7.5 /10

WORK/ INTERNSHIP EXPERIENCE

- Espirit Toyota (Spirited Auto Cars Pvt. Ltd. Part of Motherson sumi group) Noida** **April 2021 – March 2022**
- Sales Officer/Team Leader**
• Achieve highest sales target in a quarter / Proactively identify sales prospects and conduct business development activities in the geography assigned.
• Increased revenue for the company / Team Leader
- Neo Vehicleaids Pvt Ltd, Noida** **July 2017 – August 2018**
Sales officer/Team Leader
• Hit and exceeded sales KPIs by 30% for the months of October, November, and December in 2017.
• Cold-called 20+ potential clients on a daily basis, with a closing rate of 10% to 20%.

PROJECTS

- Project Name 1** **June 2022 –July 2022**
• Food ordering system for a restaurant
- Project Name 2** **July 20222 -July 20222**
• Bank-Account-Management System.

SKILLS & CERTIFICATIONS

- **Programming Languages - Python, SQL.**
- **Databases – MySQL**
- **Tools - Vscode, Anaconda, Jupyter notebook, Git, MS. Office**
- **Certifications -**
 - Python for Data Science and AI
 - Data Science Methodology
 - Tools for Data Science

- Data Science Orientation
- fundamental of digital marketing

LEADERSHIP EXPERIENCE

Galgotias University (Artistico)

September 2018 –May 2021

Position of Responsibility (Club Senior Member cum co-ordinator)

- Successfully organise Art competitions /Co-ordinator
- Successfully manage Unifest 2019/ Assistant Co-ordinator

**Espirit Toyota (Spirited Auto Cars Pvt. Ltd. Part of Motherson sumi group) Noida
– March 2022**

April 2021

- Achieve highest sales target in a quarter / Proactively identify sales prospects and conduct business development activities in the geography assigned.
- Increased revenue for the company /Team Leader.

AWARDS & ACHIEVEMENTS

Acquired 2st position/ Painting District level (Junior)

July-2008

- Painting competition District level/ 2nd position

Acquired 1st position/Painting School level competition

April2008

- Painting competition school level/ 1st position