



Career Objective

To leverage my sales expertise, customer relationship skills, and market knowledge to achieve sales targets and drive revenue growth for a dynamic organization, while continuously developing and refining my sales abilities.

D.O.B.: 7th April 2000

Contact:

Phone: +971 558201031

Email: Pranshu.gupta704@gmail.com

in : www.linkedin.com/in/pranshu-gupta

Skills

- Negotiation and closing skills
- Sales strategy development
- Presentation & communication skills
- Time management & organizational skills

Certifications

- Sales Foundation – LinkedIn
- Becoming a sales professional - Udemy
- Fundamental of Digital Marketing – Google garage
- Lean Sigma – Green belt

Achievements

- Out of 5 different colleges selected as one for international placement.
- Awarded a 50k scholarship for the top 10 PGDM performer
- Winner of more than 12 Club Activities.
- Anchor at 2 conference events
- State-level athlete in running.
- Managed a blog with 1 lakh impressions.

Pranshu Gupta

PGDM/MBA – Marketing/Operations

Education

PGDM – Marketing (2021 – 2023).....(7.8 CGPA)

Fortune Institute of International Business

B.SC – H&HA (2018 – 2021).....(7.6 CGPA)

IHM, Kurukshetra

Class 12th - Commerce (CBSE) (2018).....(75%)

SD Memorial Sr. Sec. School, Gurugram

Class 10th - (CBSE) (2016).....(6.4 CGPA)

Sharda International School, Gurugram

Experience

Integrated Plastic Packaging, UAE Dubai (2023-Present)

Designation: Marketing and Sales Coordinator

Profile: Business Development, Content writing, Marketing

Role: Responsible for acquiring, negotiating, and closing business deals and handling digital media handles.

Internship

Dabur India Limited (Sales intern)(3 Months)

Kochiva Linguistics (Content Writer Intern)(3 Months)

Agewell Foundation (Content Writer Intern)(1 Month)

The Leela Ambience Hotel (Content writer)(4 months)

Positions of Responsibility

- Managed 6 sales reps during my internship at Dabur India Ltd.
- Organised two Inter college marketing events during PGDM.
- Was responsible for Inbound marketing for my organization.
- Responsible for generating and converting leads for the company.
- Progressed from Junior to senior Co-head of the marketing club.