



Sunny Kumar Gupta

MBA(Marketing)

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Engaging Business Development Intern motivated to work with tight deadlines and ambitious targets. Passionate about closing deals under pressure in high pace environment. Go-getter eager to learn about Industry and execute tasks in B2B business development.

Through my dedication towards my work , I portray a hardworking image and willing to Climb Mountain for the task being assigned.



Skills

- Active Listening  Very Good
- Conflict Resolution  Very Good
- Decision Making  Very Good
- Analytical and Critical Thinking  Very Good
- Basic Math  Very Good
- MS Office  Very Good
- Problem-Solving  Very Good



Work History

● Business Development Intern

Aditya Birla Mutual Fund , Ranchi, Jharkhand

- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Exceeded team sales goals
- Maximized sales through effective client relationship.
- Served customers with knowledgeable, friendly support at every stage.
- To do analysis trends in Indian Market, In return of selected Mutual fund.

2019-01 - 2019-03

2018-03 - 2018-03

HR Intern

LIC, Ranchi, Jharkhand

- Provided primary customer support to internal and external customers.
- Formulating bonds with like minded agents towards the company.
- Selling insurance policies for the benefits of company.
- Handled day-to-day customer contact via phones and emails.
- Prepared reports by collecting and analyzing customer information.

2002-03 - 2015-04



Education

ICSE: Secondary Education

St Joseph's School - Kahalgaon

2015-05 - 2017-05

CBSE: Senior Secondary Education

DAV Public School - Kahalgaon

2017-06 - 2020-07

Graduation: B.COM(Banking & Insurance)

St Xavier College - Ranchi

2020-07 - Current

MBA: Marketing

Regional College of Management - Bangalore



Certifications

- Digital Marketing
- Foundation of project management



Hobbies

- . Playing Cricket
- . Playing Badminton
- . Travelling
- . Photography