

# SHUBHAM GUSAIN

## PGDM | Finance & Marketing

### Summer Internship

- **HDFC Bank** **Apr'19 – May'19**
  - Identifying the level of penetration of HDFC near its catchment areas through scoping
  - Analysing client's needs, risk tolerance, asset class and providing financial advice to clients
  - Identifying the motivators and barriers for the customers as well as non-customers of HDFC Bank
  - Identifying factors affecting choice and to formulate strategies to increase footprint of HDFC Bank

### Work Experience

**FRESHER**

### Projects/Internships

- **Academic Project – Business Valuation** **Sep' 19 – Dec' 19**
  - Using Discounted Cash Flow model and Comparable Company analysis to value L&T Tech Services
- **Academic Project – Sales and Distribution** **Jun' 19 – Aug' 19**
  - Analysis of Sales Quota, Territory Management for Sales and Distribution in Lighting and Luminary
- **Academic Project – Financial Management** **Jan' 19 – Mar' 19**
  - Analysing working of capital management and dividend policy of Jaiprakash Power Ventures Ltd
- **Academic Project – Research Methods for Management** **Jan' 19 – Mar' 19**
  - To explore the factors influencing the rate of growth of startups in india using T-test
- **Internship – Nessa Illumination** **Jan' 17 – May' 17**
  - Developed Solar Charge Controller and worked on various lighting solution on Dialux

### Education Details

Course	Board/University	Educational Institution	Year	Percentage
PGDM	IMI New Delhi	International Management Institute, New Delhi	2018-20	65.93
B.Tech(ECE)	Nirma University	Institute of Technology, Ahmedabad	2013-17	66.60
12 <sup>th</sup>	CBSE	K.V. ONGC Chandkheda, Ahmedabad	2013	90.20
10 <sup>th</sup>	CBSE	K.V. ONGC Chandkheda, Ahmedabad	2011	91.20

### Professional Qualifications/Certifications

- Bloomberg Market Concepts by Bloomberg
- Finance and Banking Fundamentals – FLIP
- Marketing Research and Analysis – NPTEL Online Certification

### Positions of Responsibility

- Member – Organisation Committee – ISTE Club of Nirma University, 2016

### Awards and Recognition

- 2<sup>nd</sup> Runner up in Resolvr 2019 by Smart Cube, case study competition for the Data Analytics Category
- National finalist at Mercatus IIM Ranchi 2019
- Won Caribbean Armageddon event of Operations club of IMI New Delhi

### Extra-Curricular Activities

- Member of IMI New Delhi Toastmasters
- Member of Volunteer team to organise WYMUN 2015 at Nirma University
- Volunteer for Make A Difference, Tutoring and raised funds for school kids 2014
- Winner of School Science Exhibition for Exhibit on Disaster Management

### Additional Information

- Member of Volunteering team for the Kritva 19 by IMI New Delhi, 2019
- Interested and avid watcher of Football and Chess tournaments