

# SHREYA GUPTA

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Delhi, India

## EDUCATION

### University of Warwick

MSc Management(Consulting), Sept 2024- Sept 2025

Warwick, United Kingdom

Merit- Warwick Award

### Solvay Brussels School of Economics and Management

Sustainable Finance, May 2025

Brussels, Belgium

### IILM

Bachelor of Engineering - Biotechnology, Aug. 2016- Nov 2020

Delhi NCR, India

7.8 GPA

## EXPERIENCE

### International Student Ambassador

University of Warwick, Feb 2025- Jan 2026

Part-time

Coventry, United Kingdom

- Provided administrative support to international students, assisted with queries, and event organisation.
- Capture student feedback, prepare reports, and support communication between students and university teams.

### Program Manager

Masters' Union, May 2023- Dec 2023

Full-time

Gurugram, India

- Built and led a 7-member admissions team to improve conversion efficiency and meet recruitment goals for three consecutive intakes.
- Drove partnerships with KPMG and Deloitte to optimize assessment and engagement processes, cutting time-to-hire by 25%.
- Consulted 12+ graduates and professionals daily on career strategy, converting 10% into enrolled candidates.
- Managed cross-functional teams to shorten enquiry-to-enrolment cycle from 20 to 15 days.

### Education Consultant - Australia, NZ & UK

IDP Education, Feb 2022- May 2023

Full-time

Agra, India

- Counseled 30 students per intake to secure study visas; achieved a visa approval rate of 100% .
- Structured financing plans that drove education loan approvals totalling £120 million.
- Negotiated and closed 3 MoUs with universities to expand offerings and pipeline.
- Trained and mentored 4 new counsellors on end-to-end sales and compliance processes to build strong team.
- Led data-driven acquisition initiatives that sustained the app's #1 national ranking for an year.

### Business Operations Associate

Decathlon, April 2021- Nov 2021

Full-time

Agra, India

- Improved customer satisfaction to 85% through staff training and operations changes.
- Drove a 5.6% increase in cluster sales and improved P&L reporting accuracy by 3%.
- Reduced yearly product loss from 1.1% to 0.5% through inventory controls by regular monitoring.
- Designed local marketing and digital campaigns that added 10k social followers and +50k weekly impressions.
- Pivoted to corporate gifting sales during COVID, recovering 30% of monthly revenue.

## PROJECTS

**Financial Analysis**– Target Corp.: Built 5-year financial model, analysed revenue growth drivers, margin trends, and capital allocation; recommended portfolio adjustments to improve ROI.

**Sector Study**– UK Education: Assessed market dynamics, regulatory shifts, and competitor positioning; delivered strategic recommendations on student mobility and institutional partnerships.

**Digital Strategy Review**– L'Oréal: Evaluated current digital channels, benchmarked competitors, and identified growth opportunities; proposed roadmap to enhance customer acquisition and engagement.

## SKILLS

**Technical skills** : Excel, Powerpoint, SAP, Salesforce, Tableau, R Language

**Other skills** : Strategic thinking, Data-driven decision making, Quantitative analysis, Problem solving, Consulting, Stakeholder Management, Project Management, Process Improvement, Data Analysis, Financial Modelling, Client Advising, Cross-functional Leadership, KPI Tracking, Negotiation, Market research, Go-to-Market