

SHREYA GUPTA

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Delhi, India

EDUCATION

University of Warwick <i>MSc Management(Consulting), Sept 2024- Sept 2025</i>	Warwick, United Kingdom <i>Merit- Warwick Award</i>
Solvay Brussels School of Economics and Management <i>Sustainable Finance, May 2025</i>	Brussels, Belgium
IILM <i>Bachelor of Engineering - Biotechnology, Aug. 2016- Nov 2020</i>	Delhi NCR, India <i>7.8 GPA</i>

EXPERIENCE

International Student Ambassador <i>University of Warwick, Feb 2025- Jan 2026</i>	Part-time <i>Coventry, United Kingdom</i>
• 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 <i>Masters' Union, May 2023- Dec 2023</i>	Full-time <i>Gurugram, India</i>
• 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 <i>IDP Education, Feb 2022- May 2023</i>	Full-time <i>Agra, India</i>
• 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 <i>Decathlon, April 2021- Nov 2021</i>	Full-time <i>Agra, India</i>
• 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