

# GAURAV RAWAT

22<sup>ND</sup> FEBRUARY 1998, INDIA

MOTIVATED. ORGANIZED. CREATIVE. SELF-STARTER.

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## OBJECTIVE

To build an evolved career in Market Research and Analysis

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## EDUCATION

*Shivaji college, Delhi University*  
*Raja Garden, New Delhi*

Aug 2017 to Aug 2020

I have graduated in 2020 with a bachelor's degree in BA (hons) in business economics.

Tagore International School  
Rabindranath World School

2010-2014  
2014-2016

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## EXPERIENCE / VOLUNTEERING

1. Vice President of Public Relations,  
Central Delhi Toastmasters Club

1<sup>st</sup> Jan'18 to 1<sup>st</sup> July'18

- The Job of VPPR involves the generating of publicity about our club for the purpose of helping it grow.
- As VPPR, the committee spread the word to non-members, aligned organizations and the media about the club's existence, activities and successes.
- Promote the club to local media.
- Produce and distribute a club newsletter at least monthly, and/or maintain a club Web site.
- Promote membership programs.
- Attend club executive committee meetings.
- Attend other Toastmasters events.

2. Market Research Intern

25<sup>th</sup> Jun to 7<sup>th</sup> Aug'18

5AB Enterprise/Fintech Start-up

- The job of research intern involves conducting market surveys, calling MF distributors and collecting the data of software they had been using for their business
  - Organized the in-depth interviews. Successfully conducted 4 interviews.
  - During internship, Contacted 900+ MF distributors of Delhi-NCR, Mumbai and Pune. which gave me ample time to tailor my communication skills to suit the comprehension level of varying age group.
  - Other consequential job involved creating weekly reports.
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### 3. Intern

1<sup>st</sup> June –Present

#### Pinetree Events

- Conducted market research in the live events category conducting competitor analysis, market size and oem partners.
- Made proposals for vendor negotiations and supply relations.
- Made event budgets based on client feedback and made proposals for sponsor partners for events.
- Worked with my partner on deliverables for a key partnership in the digital content category for stand-up comedians.
- Collaborated with cafes and co-workings.

### 4. Portfolio management Intern (work from home)

20<sup>nd</sup> July- 19<sup>th</sup> Aug'20

#### Finlatics (E-learning platform)

- Successfully completed the Financial Market Exp. Certification (FMEP)
- Analysis of various sectors and segments of Indian Market and managing the portfolio for the finlatics.
- Completed all the five modules, which had been provided.
- The other job of the intern includes- daily trading on their virtual platform and writing quizzes.

### 5. Market Researcher (Freelance)

2<sup>nd</sup> Mar – 15<sup>th</sup> Mar'20

#### Fintech Start-up

- Comparing the set of Fintech companies and their mobile apps.
- Understand their business model and make a comparison.
- Take the screenshots of the customer journey on the app to compare their model.
- Collect as much data as possible available on the internet including investment details, name of the investors, type of product, customer type, promoter details, background, date of incorporation, associate companies, etc.

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## ACADEMIC BACKGROUND

CLASS	BOARD	MARKS OBTANIED
10 <sup>th</sup> CLASS	CBSE	8.4CGPA
12 <sup>th</sup> CLASS(PCM)	CBSE	82.6%
U.G	DU BOARD	6.986CGPA

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## **OTHER INFORMATION**

- Keen interest in playing tennis and gymming.
- Participated in a lot of inter- college Stand-up Comedy competitions.
- I was an active member of Delhi's prominent public speaking club.
- Other areas of interest include reading memoirs, humorous fictions & classic literatures.

## **CERTIFICATIONS**

- Statistics for Business -I- IIM-B
  - Statistics for Business - II-IIM-B
  - Qualitative Research Methods-MIT
  - Excel Skills for Business-Coursera
  - Tableau Author Badge
  - Tableau Consumer Badge
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