Deepanshu
deepanshu.22052004@gmail.com | LinkedIn | +91 9205620971

Education

2025 - 2026	**Hive School of Business**	**Gurugram**

PGP - Revenue, Tech & Entrepreneurship
Secured 20% Scholarship | **Founding Member** : Hive Social Club | Won **Best Presenter** Award for Saas & AI Sales Challenge | Won Saas & AI Sales Challenge | Won Live GTM Challenge

2022 - 2026	**Shree Guru Gobind Singh Tricentenary University**	**Gurugram**

Bachelors of Technology (CSE) | SGPA 7.1
Founding Member: **President** Catalyst Club ACIC SGTU 2023-2024 | Led and Won Synergy Tech Fest 2025 |Won Inter Faculty Badminton Championship | Rotaract Club of SGTU : **Treasurer** 2025 - 2026 | Runner's Up at Inter University Singing Competition

2020 - 2022	**Shiksha Bharati Global School**	**Delhi**

12th PCMB (CBSE) 70%
Entrepreneurship Cell: **President** 2021-2022 | Sports Team : **Team Captain** 2020 - 2021| Won Inter School Badminton Championship 2020

Experience

Nov - 2024 Nov - 2025	**Drivigo Training Pvt. Ltd.** (Driving School aggregator platform) *Founder*	**Delhi**

1. Owned and executed business strategy, gaining hands-on experience across financial planning, validation, and execution.
2. Led product development, beta testing and customer acquisition initiatives within my startup through hands-on execution.
3. Led from MVP build to launch, gained hands-on experience in market research, financial planning, and scaling operations.
4. Managed tech, partnerships, and branding functions, building strong leadership, business and decision-making capabilities.
5. Raised a ₹2L seed funding grant through the ACIC–SGTU Incubation Cell for product development and business growth.

Jan - 2025 Mar - 2025	**Jynara Clothing** (D2C Clothing brand for women) *Customer Care Executive Intern*	**Delhi**

1. Executed COD confirmation calls by verifying order details, resolving payment queries, and confirming delivery timelines.
2. Handled NDR calls by identifying non-delivery reasons and coordinating delivery rescheduling with customers.
3. Handled daily exchange-related customer queries, cutting process confusion by 20%.

May - 2024 July - 2024	**TechnoHacks EduTech** (Ed-Tech Platform for Technical Training) *Full Stack Developer Intern*	**Delhi**

1. Developed and worked on Java-based applications, gaining hands-on experience across core development workflows.
2. Wrote and debugged Java programs while implementing efficient and scalable coding practices.

Jun - 2022 Aug - 2022	**Sterling Enterprise (**Credit Solution Partnership Company among NBFC) *Telecaller Intern*	**Delhi**

1. Managed prospect data and executed structured prospecting to build a high-quality top-of-funnel (TOFU) for sales pipeline.
2. Converted prospects through outbound calling credit solutions for mandatory documentation to push leads into MOFU.
3. Closed customer queries and objections to accelerate funnel movement, increasing MOFU-to-BOFU rates by 15%.

Projects

GTM Plan (BomDrop) [Link]
Built for BomDrop as part of a live challenge at Hive School of Business. Focused on real-world distribution, content-led growth, and behavior-driven adoption over theory. This submission ended up being the winning GTM plan.

GTM Strategy (Drivigo) [Link]
Built and executed a go-to-market (GTM) strategy for Drivigo, covering customer segmentation, acquisition channels, pricing and launch planning.

Achievements

Leadership
Big Pitch 2025 - Won Competition B-Plan | Pitched my Startup |Shortlisted for Eureka IIT-B | Among 25+ teams
Yugam 2024 - Won Intern University Badminton Championship | Runner's up for Shark Tank Beta | Across events
Startup Mahakumb 2025 - Shortlisted for Stall Presentation | Gained footfall of 5K+ | Featured across article
Eureka IIT-B 2025 - Semifinalist for B-Plan across North India | Cleared 3+ Rounds | Asia level Comp.
Entrepreneurship Cell - Elected as President 2021-2022 | Managed team of 15 students | Organized 10+ events.
ACIC SGTU - Founded Student Club | Highest voted candidate for President | Organized 5+ Events across term.

Skills

Go to market & Revenue
Sales & Customer Ops
Product & Business Strategy
Technical Skills
Leadership & Collaborations