

SHIVAM KUMAR GUPTA

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OBJECTIVE

An MBA student with a proactive and adaptable mindset, leveraging a strong foundation in commerce and diverse extracurricular achievements. Currently pursuing a Master's in Business Administration, I am eager to contribute my skills and creativity to a dynamic organization. Passionate about working in a growth-oriented environment that values innovation, continuous learning, and personal development.

EDUCATION

Master of Business Administration, (Pursuing)	Expected 2026
Army Institute of Management, Kolkata	

Bachelor of Commerce, 55.07%	2019 - 2023
Indira Gandhi National Open University	

High School Education, 70.4%	2018-2019
Kendriya Vidyalaya Narangi	

Secondary School Education, 87.4%	2016-2017
Kendriya Vidyalaya Narangi	

SKILLS

Technical Skills	Microsoft Excel – Advance Level, Basics of Python ,Financial Modelling and Valuation
Soft Skills	Time Management, Analytical Thinking, Adaptability, Attention to details

EXPERIENCE

Tele-Marketing Executive	July 2023 - July 2024
Nexus E com Solution <i>New Delhi</i>	

- Successfully engaged potential customers over phone calls to pitch and promote exclusive holiday packages, ensuring persuasive communication to drive interest.
- Achieved 20% growth in Sales using Communication, leading by example and Persuasiveness skills.
- Established a detailed tracking system for leads generated per week; increased lead follow-up rate by maintaining records of approximately 30 prospective clients each month throughout tenure as tele-marketing executive.
- Drove sales performance beyond targets by 25% by implementing a customer-centric approach that addressed inquiries and provided customized solutions, enhancing overall customer experience and loyalty.

EXTRA-CURRICULAR ACTIVITIES

- Participated in Bootcamp of Financial Market Leadership Institute in Trading And Algos Orientation 2024
- Secured 2nd position in the Mission Innovate Competition 2025, organized by the Institute Innovation Cell, S.E.N.A (AIMK)
- Completed NISM Investor Certification with a score of 44/50, demonstrating proficiency in investment and financial literacy.
- Active member of the Finance and Business Analytics Club, contributing to finance and analytics discussions and events.

LEADERSHIP

- Led customer engagement initiatives as a Telemarketing Executive at Nexus E-Com Solutions, achieving sales targets and enhancing client satisfaction through effective communication and relationship management.