

Sambhav Gupta

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Persuing PGDM with a focus on business analyst and Finance . Skilled in financial modeling, data analysis, and strategic planning.Eager to leverage academic knowledge and analytical abilities to contribute effectively to organizational goals in finance and business analytics.

EXPERIENCE

Business Development Associate | Corizo Gurugram | June 2025 – August2025

- Prospected and generated qualified leads through market research, cold outreach, and networking.
- Built and nurtured client relationships, resulting in improved customer retention and repeat business.
- Collaborated with cross-functional teams to develop tailored sales pitches and business proposals.
- Achieved and exceeded monthly sales targets by identifying high-potential opportunities.

Samradhi Enterprises | Bhopal | Sep 2021 - Jan 2022

- Conducted financial analysis and market research to inform strategic decision-making.
- Identified cost-saving opportunities and recommended efficiency improvements.
- Recognized for contributing to a substantial increase in production efficiency and receiving positive feedback for innovative problem-solving.
- Received positive feedback for analytical insights and contributions to financial strategy

Deal Squard , GHAZIABAD (SUMMER INTERNSHIP) | June 2024 - November 2024

- Analyzed market trends and business performance for online hotel, restaurant, and media services.
- Created reports tracking KPIs, growth, and customer engagement.
- Collaborated with teams to improve user experience based on customer feedback.
- Conducted competitor analysis to identify new market opportunities.

VIRTUAL INTERNSHIP

PwC Switzerland Power BI Job Simulation on Forage - July 2024

- Strengthened Power BI skills to meet client data visualization needs.
- Created Power BI dashboards to effectively convey KPIs and respond to client requests.
- Delivered insights and actionable recommendations through concise communication with engagement partners.
- Analyzed HR data, identifying root causes for gender balance issues at the executive level.

PROJECTS

Alternative Fuels Research Paper

- Conducted an in-depth 30-page research study analyzing the economic viability, environmental impact, and technical feasibility of emerging alternative fuel sources
- Performed extensive literature reviews and data analysis on alternatives such as biofuels, hydrogen, solar fuels, and renewable biogas
- Evaluated and compared production costs, lifecycle emissions, energy density, and infrastructure requirements of various fuel options

EDUCATION

INSTITUTE OF MARKETING & MANAGEMENT, NEW DELHI
Finance & Business Analyst, Post Graduation Diploma in Management

New Delhi (India)
July 2023 - June 2025

JIWAJI UNIVERSITY, GWALIOR, MADHYA PRADESH
Bachelor of Commerce (B.COM)

Gwalior (India)
March 2019 - July 2022

SKILLS

- Microsoft excel
- Power Bi , SQL
- Financial Modeling
- Flexible and Collaboration
- Problem solving
- Active listener
- Quick Learner
- critical thinking
- Data visualization

CERTIFICATES

- Microsoft excel from Udemy
- Python Fundamentals for Beginners
- Introduction of Artificial intelligence