

Vaibhav Gupta

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OBJECTIVE

Results-driven professional with a strong educational foundation, including a Bachelor's degree in B.Com (H) in Finance and an MBA with a dual focus in Finance and Marketing. Proven expertise gained through internships as an Equity Research Analyst and Market Research Analyst, supplemented by significant experience in the EdTech industry. Eager to transition into a role that merges finance and market research, where I can apply my analytical skills and strategic insights to drive impactful decision-making and contribute to organizational success.

EDUCATION

Invertis University **Bareilly, Uttar Pradesh**
Master of Business Administration (Finance & Marketing) | Percentage - 80% *Graduation Date: Jun 2023*

Invertis University **Bareilly, Uttar Pradesh**
B.Com (H) in Financial Markets in collaboration with BSE Institute Ltd. | Percentage - 82% *Graduation Date: Jun 2021*

WORK EXPERIENCE

Hike Education Pvt. Ltd. (Full Time) **Gurugram, Haryana**
Senior Business Development Manager *Jan 2023 - Dec 2024*

- Elevated from Business Development Manager to Senior Business Development Manager within one year at Hike Education, showcasing rapid progression and strong leadership capabilities.
- Counseled candidates to identify potential selling opportunities and evaluate customer needs, resulting in increase in sales within the first quarter of implementation.
- Customer Relationship Management | Customer Satisfaction
- Facilitated the end-to-end EMI loan process for fee payments, including candidate engagement, document collection, loan eligibility verification, KYC completion, e-mandate initiation as per RBI Policies, and disbursement, while acting as a liaison between candidates, NBFCs, and the university.

Kantar IMRB (Internship) **New Delhi**
Data Acquisition & Operations *Jul 2022 - Aug 2022*

- To collect data as per the questionnaire of different projects in New Delhi + NCR region.
- Consumer behaviour, Different types of Questionnaires, Improvement in communication skills, Money management, Time management.

Anand Rathi Share & Stock Broker Ltd. (Internship) **Gurugram, Haryana**
Equity market analyst and data collection *Oct 2020 - Nov 2020*

- Financial Modelling, Equity Analysis, Valuation analysis, Valuation Models, Calculating Intrinsic Value of the stock, Analysis of Consumer Perspective about Equity Markets, Learn about consumer behaviour and their perception for equity market.

Talent Corner HR Services Pvt. Ltd. (Internship) **Mumbai, Maharashtra**
Equity Research analyst *Jul 2020 - Aug 2020*

- Preparation of equity research reports from different industry.
- Calculating Intrinsic Value of the stock | Equity Analysis | Fundamental Analysis | Technical Analysis
- Learn about valuation of stocks and on what basis we should suggest any share to the investor.

PROJECT EXPERIENCE

Kantar IMRB **New Delhi**
Field Conveyance Analysis in Corporate Sector *Jul 2022 - Aug 2022*

- PORTER APP: Brand Track Exercise-Easy to Go app : retailers and wholesalers.
- JSW STEEL: individual home buyers, fabricators, investors, channel partners.
- KIA Car: owners of car and intenders.
- TVS E-Vehicle: people who already booked their vehicle and waiting for the delivery.

Equity Research Report for BSE Institute Ltd.*Apr 2021 - Jun 2021*

- Provides all the crucial information on ITC required for business and competitor intelligence needs.
- Contain a study of major factors which are affecting ITC in form of SWOT Analysis.
- Industrial analysis of ITC through Porter's five forces model as well as comparing that with its competitors.
- DCF Valuation – DDM and FCFF (Calculate INTERENSIC VALUE) | Ratio analysis | Technical analysis of ITC
- Recommendations for investment purpose.

ACHIEVEMENTS

- Selected as an volunteer in Auto Expo 2023 – The Motor Show collectively organised by **SIAM, ACMA, & CII** at Greater Noida, Uttar Pradesh.
- Shortlisted for interview round in Reserve Bank of India under summer placement scheme 2022.
- Gold Medalist from Bombay Stock Exchange Ltd. - 2021
- Certified by BSE Ltd.: Marketing & Selling of Financial Products | Security & Financial Service Regulation | Investment Banking | Technical Analysis | Investment Banking Operation | Portfolio Management & Financial Planning | Mergers & Acquisition (Valuation modals) | BSE – Industry Mentored Project – Equity Research

SKILLS

Skills: Power BI | Data Analysis | Equity Research Analyst | Microsoft Office (Excel, Word, Powerpoint) | LeadSquared Software (CRM) | Salesforce (CRM) | Communication Skills | Portfolio Management Skills | Leadership Skills | Digital Marketing.