

# PRATHAM GUPTA

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DTU Roll No. - 2K20/BAE/106

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EDUCATION			
Course	Institution	Year	CGPA/ Percentage
B.A. (H) Economics	Delhi Technological University, Delhi	2020 – 2023	8.6 (Till Sem 4)
Class 12 <sup>th</sup> (CBSE, Commerce)	Bharatiya Vidya Bhawan, Delhi	2018 – 2019	84.5%
Class 10 <sup>th</sup> (CBSE)	Bharatiya Vidya Bhawan, Delhi	2016 – 2017	7.0
WORK EXPERIENCE			
<b>PRATHAM ENTERPRISES (Family business), Administrator and finance</b>			<b>Apr 2020 – Nov 2022</b>
Prepared employees' salary sheet and filed their ESI and PF monthly, filed firm's GST return Administered employees to ensure effective and efficient work			
<b>INSPLORE CONSULTANTS, Marketing and Finance Intern</b>			<b>Sept 2022 – Oct 2022</b>
Lead generation, product marketing and sales, client relationship and strategies to boost revenue			
<b>HIRECT INDIA, Business Development Intern</b>			<b>May 2022 – Jun 2022</b>
Followed leads, reached out potential clients; Identified new market opportunities and business segments Conducted primary research for clients and discovered new consumer behavior patterns			
<b>CONSORTICO, Research Intern (Collaboration and Branding team head)</b>			<b>Sept 2021 – Nov 2021</b>
Mentored and monitored performance of members, collected, analyzed information specific to the industry to recommend alternative strategies to the clients, leveraged research outputs to guide clients			
ACADEMIC PROJECT			
<b>Relation between gold price and economy growth</b> - Analyzed the demand and supply of gold in Indian market and measured its impact on economic growth and Indian currency.			
<b>Carried out financial analysis of ALOK INDUSTRIES</b> – Analyzed the turnaround from Bankrupt (in 2018) to India's no. 1 PPE kit manufacturing firm (2020).			
<b>Welfare analysis of Delhi's Mohalla Clinics</b> – Conducted primary research (surveyed doctors and patients) to assess the performance of Delhi's Mohalla clinics; suggested measures for further improvement			
POSITIONS OF LEADERSHIP AND RESPONSIBILITY			
<b>ROTARACT CLUB OF USME DTU, Vice – President</b>			<b>July 2021 – Jun 2023</b>
Facilitate club functions, present innovative ideas; managed club documentation and records, networking with Rotary international team; led a team of 200+ students as well as council, helped in the organizing club events			
<b>Techstars Start-Up Weekend Delhi, Core Team Member</b>			<b>Jan 2022 – Feb 2022</b>
Invited leading venture capital for sponsorships and well-known industrialists as judges, managed all the promotion and outreach activity. Developed and handled a meta-verse platform for the event			
EXTRA-CURRICULAR ACTIVITIES AND ACHIEVEMENTS			
Awarded Rotaract District 3012, Best Zonal Secretary Award 2022			
Recognized as Best organizing committee member for Techstars Start-Up Weekend Delhi 22			
Organised 2 Blood Donation Camps: 1 <sup>st</sup> at Pacific Mall NSP, 20 <sup>th</sup> Oct 2021 in COVID Lockdown; 2 <sup>nd</sup> at DTU East Campus, 14 <sup>th</sup> Mar 2022, 110+ registrations out of which 72 eligible units of blood were collected			
Spearheaded COVID Resource Camp, provided verified information to COVID patients related to Oxygen Cylinders, beds available in hospital, ambulance services and free food services during COVID Lockdown			
Organised Ration Kits and food packets donation drives in COVID Lockdown			
TECHNICAL SKILLS			
Programming language	• Python		
Statistical Packages	• MS Excel • STATA		