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## CAREER OBJECTIVE

To work in a company with a positive atmosphere that will inspire me to enhance my skill and to secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

## WORK EXPERIENCE

- **Wheelseye Technology India Pvt. Ltd - Territory Sales Manager (29, December 2021-Present)**
  - Manage strategic marketing initiatives, activities, and channels to qualify marketing leads of assigned territory while keeping the team motivated and engaged to achieve the sales targets.
  - Responsible for making new strategic plans to increase the sales growth and revenue generation of assigned territory to achieve the sales targets.
  - Responsible for managing the relationship with existing customers and also for new acquisition within the territory.
- **ICICI Bank Ltd- Privilege Banker- Relationship Manager (10, August 2020 – 29, December 2021)**
  - Provide complete and comprehensive information on products, services, charges, etc. proactively to the customer and ensure the best services are provided to them.
  - Sales of the bank provide products and providing feasible solutions to all financial needs of customers.
  - Cross-selling of new products and services for both new and existing privileged customers.
  - Generate revenue through privilege customers and meet annual targets.

## ACADEMIC QUALIFICATIONS

Degree/Examination	Year	Institute	Area
PGDM	2020	IMS GHAZIABAD (CGPA-6.67)	Marketing & International Business
B.Sc	2017	Laxmi Charan Hubb Lal Mahavidyalaya (Bundelkhand University) (59.85%)	PCM
Class XII	2014	CBSE (63.2)	PCM
Class X	2011	CBSE (CGPA-8.2)	General

## INTERNSHIP

**Sharekhan Pvt. Ltd.**

Understanding of Financial Products.  
 Sales of Financial Product- Demat Account.  
 Understanding the feasible Products of Sharekhan Pvt Ltd.

## PROJECTS AND PAPERS

<b>Thesis</b>	Completed Dissertation on <b>THE IMPACT OF ADVERTISEMENT ON FACEBOOK PLATFORM ON CONSUMER BUYING BEHAVIOR</b> under the guidance of college mentor a crucial part of Post Graduate Diploma in Management (PGDM) in 2020.
<b>Project</b>	<ul style="list-style-type: none"><li>• To study the impact of Facebook advertisements on brand awareness.</li><li>• To study the role of a Facebook advertisement is building consumer perception.</li><li>• To study the role of Facebook advertising on the consumer buying decision-making process.</li><li>• To study the factors and evaluate the effect of Facebook advertisements on the consumer buying decision-making process.</li></ul>

## SKILLS

- Reach out to build networks and relationships with clients in the industry.
- Problem-solving.
- Microsoft Office-(MS Excel ,MS Powerpoint)
- Good communication and interpersonal skills.

## HOBBIES AND INTEREST

- Rubik's Cube, Sudoku.
- Travelling
- Playing Chess

## BASIC DETAILS

**Date of Birth** : 04 Feb 1996

**Father's Name** : Mr. Ajay Kumar Gupta

**Gender** : Male

**Nationality** : Indian.

**Languages** : English and Hindi

**Address** : 585, Tusli Nagar near, Nathuram Sakyawar, Orai (Jalaun) , U.P.