

# Ankit Gupta

[ankitgup@iitk.ac.in](mailto:ankitgup@iitk.ac.in) • 91-9873392229 • <https://www.linkedin.com/in/ankit-jan7/>



EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2020)	Indian Institute of Technology, Kanpur	-	2018-Present
B. Tech – Electrical and Electronics	Bharati Vidyapeeth's College of Engineering (BVCOE), New Delhi	79.99	2011-15
HSC (12 <sup>th</sup> )	Rosary Senior Secondary School, New Delhi	84.60	2011
SSC (10 <sup>th</sup> )	Rosary Senior Secondary School, New Delhi	89.00	2009

WORK EXPERIENCE	
<b>Trident Techlabs Private Limited</b> Sales Engineer Roles: Identifying the needs of key customers, running and delivering sales and marketing campaigns (including technical support) for the same. <ul style="list-style-type: none"><li>Working closely with the Sales Director to prospect, pitch &amp; close new business.</li><li>Gaining a strong knowledge and understanding of a clients' brand and products.</li><li>Address client concerns and ensure the resolution of issues in a timely manner.</li><li>Retain accounts through the development of strong relationships with key decision makers.</li></ul>	New Delhi Mar 17 – Dec 17 • 09 Months
<b>Ernst &amp; Young LLP</b> Business Analyst Project: EY Risk Advisory Services <ul style="list-style-type: none"><li>On field execution of business consulting and audit projects.</li><li>Conducting Production, Order to Cash, Procurement and Inventory management, Finance and Logistics reviews (Internal Audits) across India and Indonesia.</li><li>Creating audit reports followed by discussion with the relevant process owners.</li><li>Lead Internal Auditor of Logistics process at a leading stainless steel manufacturer in Indonesia.</li></ul>	Gurgaon Jul 15 – Jun 16 • 11 Months

POSITIONS OF RESPONSIBILITY	
<b>IIT KANPUR</b>	<ul style="list-style-type: none"><li>Corporate Relations Coordinator for the MBA programme, IIT Kanpur; responsible for developing industry relations for the MBA batch of 2018-20</li><li>Core Team Member – Admissions Committee 2019-20</li></ul>
<b>BVCOE</b>	<ul style="list-style-type: none"><li>Event Manager at Chaos-2013 (Google Developers Group- Annual Technical Festival)</li><li>Member of Core Sponsorship Team (Xtasy-2013, Cultural Festival)</li></ul>
<b>Microsoft</b>	<ul style="list-style-type: none"><li>Campus Brand Ambassador and Evangelist for Windows 8/8.1</li></ul>

CERTIFICATIONS	
	<ul style="list-style-type: none"><li>Certified in Supply Chain Modelling and Network Design using excel.</li><li>KPMG Lean Six Sigma- Green Belt Certification</li></ul>

ACADEMIC PROJECTS		
<b>BVCOE</b>	<b>ABB India</b>	<ul style="list-style-type: none"><li>Robotic MIG Welding Application Project on Industrial Automation.</li></ul>
<b>IIT Kanpur</b>	<b>Mirza International</b>	<ul style="list-style-type: none"><li>Conducted an Organization Study of their leather tannery under brand name Red Tape.</li></ul>

ACHIEVEMENTS	
<b>BVCOE</b>	<ul style="list-style-type: none"><li>Awarded as the "Best Student of the Year-2015"</li></ul>
<b>BVCOE</b>	<ul style="list-style-type: none"><li>First Position in "Electrocution- 2014" (Inter-College Engineering Quiz)</li></ul>
<b>Microsoft</b>	<ul style="list-style-type: none"><li>Successful publication of Windows Store Apps on the Official Microsoft Windows App Store.</li></ul>

OTHER INTERESTS AND HOBBIES	
	Indian Polity and Political debates • Exploring web entertainment shows • Travelling and Exploring

