

ANUPAM GUPTA

▪ OBJECTIVE

To become an efficient contributor towards the organisational goals, garnering exposure and attaining some valuable skills on the way

▪ EDUCATIONAL QUALIFICATIONS

1. Delhi Public School Ghaziabad

Class Xth (2013) : 10.00 CGPA

Class XIIth (2015) : 95.25 %

2. Shaheed Bhaghat Singh College (DELHI UNIVERSITY)

Bachelor of Commerce (Hons.) : 5.5 CGPA

(2015-18)

▪ WORK EXPERIENCE

I. ARION INSURANCE BROKERS PVT LIMITED (Jhandewalan, Delhi)

(Feb 2021 till present date)

Positions Held

- | | |
|-----------------------|--------------------------------|
| a) Management Trainee | (Feb 2021 to March 2022) |
| b) Assistant Manager | (April 2022 till present date) |

Role & Responsibilities

1. Handling Corporate RFQs and managing placement / Servicing of Corporate Insurance Business
2. Lead Claims Handler (Handled claims extending to all major Insurance policies, with claims value as high as Rs 20 Cr)
3. MIS preparation for the perusal of management and clients
4. Successfully oversaw two major GMC corporates -
 - Triveni Engg & Industries (worth 4.5 Cr)
 - UP Sugar Mills Association (worth 1.5 Cr)
5. Played a Vital and deal Closing role in the retention of the UPSMA GMC account
 - i. Handled over 50+ Sugar mills under the umbrella of the UP Sugar Mills Association (UPSMA) and established a relationship with each of them, resulting in increased claims related awareness and a higher claim settlement ratio.
 - ii. Achieved record breaking ICR and cleared the entire pending claims backlog in the first year of the policy servicing
6. Undertaking regular engagement activities such as Client meetings and liaising with potential parties
7. Giving presentations and engrossing potential clients for sourcing & procuring new business as well as keeping existing clientele captivated
8. Taking up a leadership role as and when needed to get the job done / escalation resolved
9. Continuous dealing and discourse with PSU and Private sector Insurance companies

II. CONTENT WRITER - FITPASS (Jhandewalan, Delhi)

(July 2022 - Aug 2022)

1. Wrote articles for FITPASS associated with Fitness, Yoga, Mental Health & all kinds of related varied subjects
2. Word range averaged between 800-1100 words
3. Articles published on both official FITPASS Website (under Blog Section) & Third party blog websites for promotion of the company brand and presence
4. Managed, created and posted original content on FITPASS's official Twitter Handle

III. 2018-20 : Entrepreneurial Venture

IV. SARVODYA VENTURES PRIVATE LIMITED [TRUCKSUVIDHA] - INTERNSHIP

Vaishali, Ghaziabad (May 2016 - June 2016)

1. Engrossed myself in the understanding of commercial Goods transportation & the related Truck Logistics
2. Analysed and studied the emerging tech based truck logistics businesses
3. Did competitor analysis of various Truck Logistics aggregator / Service Providers for further review of the management

▪ ACHIEVEMENTS

1. Successfully retained Major UPSMA GMC account based on exceptional Quality of service
2. Achieved Record Claims ICR in all handled accounts
3. Got Promoted within 1 year due to stellar performance of duties
4. Member of College Debsoc (1st Year onwards)
5. Member of Finance & Investment Society (1st Year onwards)
6. NTSE (State Level Cleared)
7. RBI Biz Quiz (Regional Round winner)

▪ STRENGTHS / SKILLS

1. Very Strong Communication/ Soft Skills
2. Proficient in Microsoft Office (Specially MS Excel) , Power BI & Sharepoint
3. Brilliant Interpersonal Skills
4. Confidence
5. Teamplayer
6. Sharp Thinking Skills
7. Organised & Methodical - Savvy with handling large amounts of information / data
8. Proactive approach accompanied with Reliability & Accountability
9. Tall

▪ HOBBIES

1. Debating and Public Speaking (Have competed in various debates across locations & Formats - in both Hindi and English)
2. Working out & Meditating - Maintaining a healthy mindset and lifestyle
3. Business & Commerce Enthusiast - Have competed in several Quizzes (Majorly business Quizzes)
4. Twitter / Reddit Enthusiast

5. Theatre (Selected in College Theatre Society in Ist Year itself)
6. Writing (Competed in several Essay writing / Niband Competitions)
7. Google Local guide

Communication Details

LinkedIn : [linkedin.com/in/anupam-gupta-180706106/](https://www.linkedin.com/in/anupam-gupta-180706106/)

Email : anupam.g.work@gmail.com

Phone : 7053607029

.....

(ANUPAM GUPTA)