

Nikul Gulia

Sonepat, Haryana | +91 9896109719 | nikulgulia001@gmail.com |
<https://www.linkedin.com/in/nikul-gulia/>

PROFESSIONAL SUMMARY

PGDM graduate in Marketing and finance with practical experience in the stock market through a two-month internship. Demonstrated expertise in customer acquisition and stock market sales, including successfully pitching to clients to open accounts and invest in stocks. Skilled in market research, customer relationship management, and sales strategy development. Proficient in financial analysis, market research, and portfolio management. Strong communication and persuasion skills, with a deep understanding of financial products and stock market dynamics.

EDUCATION

Post Graduate Diploma in Management <i>Jaipuria School Of Business, Ghaziabad</i>	2023-2025
Bachelor of Computer Application <i>Hindu Institute of Management, Sonepat</i>	2018-2021

SKILLS

Technical Skills:

- MS Excel
- MS PowerPoint
- MS Word

Soft Skills:

- Teamwork
- Quick Learner
- Client Handling

WORK EXPERIENCE

Intern <i>Motilal Oswal Financial Service, Delhi</i>	June 2024 – August 2024
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- Analyzed daily stock trends, performing financial research to identify key investment opportunities.
- Opened 10 demat accounts through strategic client outreach and effective sales pitches.
- Pitched stock purchase opportunities to potential clients, increasing trading activity and client engagement.
- Collaborated with sales teams to implement customer acquisition strategies, resulting in improved lead conversions.
- Utilized financial tools and platforms to aid in decision-making and enhanced customer interactions.

Key achievements:

- Secured 10 demat accounts within 2 months through targeted efforts.
- Boosted sales of investment products by effectively pitching to clients.

CERTIFICATIONS

Certification of Customer Relationship Management offered by IIM Bangalore	January 2025
Certified in Design Thinking Methodology in PGDM College	October 2023