

# Nikul Gulia

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## PROFESSIONAL SUMMARY

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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

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**Post Graduate Diploma in Management** 2023-2025  
*Jaipuria School Of Business, Ghaziabad*

**Bachelor of Computer Application** 2018-2021  
*Hindu Institute of Management, Sonepat*

## SKILLS

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### Technical Skills:

- MS Excel
- MS PowerPoint
- MS Word

### Soft Skills:

- Teamwork
- Quick Learner
- Client Handling

## WORK EXPERIENCE

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**Intern** June 2024 – August 2024  
*Motilal Oswal Financial Service, Delhi*

- 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

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

January 2025  
October 2023