

PRATHAM GUPTA

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Profile Summary

Strategic thinker with expertise in financial analysis, risk assessment, and marketing gained from internships at Protiviti and Salgem Infoigy Tech. Proficient in CRM/ERP compliance, analysis & budgeting, sales & revenue forecasting, and expenditure planning across monthly, quarterly, yearly and yearly timelines to enhance profitability and operational efficiency. Eager to leverage analytical and creative skills to deliver impactful solutions and drive business success.

Education

Lloyd Institute of Management & Technology	Greater Noida, India
MBA	09/2023 - Present
University of Allahabad	Prayagraj, India
B. Com	10/2020 - 06/2023

Skills

Microsoft Office Suite | CRM/ERP System | Data Visualization Tools | Financial Forecasting & Budgeting | Financial Planning & Analysis | Risk Management | Operation Efficiency & SLA Compliance| Financial Reporting

Experience

Protiviti	Noida, India
Finance Intern	02/2025 - Present
<ul style="list-style-type: none">Led financial and operational activities for 13 Middle East entities, ensuring data management, compliance, and operational efficiency within CRM and ERP systems.Executed Engagement Risk Assessments (ERA), budgeting hours, maintaining contribution margins, and mitigating risks to enhance project profitability and deliverability.Ensured data accuracy and integrity by validating business inputs, verifying documents, and maintaining high standards across financial and operational records.Improved SLA compliance and data quality by optimizing operational processes and implementing proactive monitoring mechanisms for accurate service delivery.Managed financial planning, budgeting, and risk mitigation to maximize profitability and minimize financial exposure, aligning project goals with organizational strategies.Maintained CRM/ERP compliance by overseeing data governance, ensuring accurate inputs, and aligning system configurations with financial and operational needs.	
Salgem Infoigy Tech Pvt. Ltd.	Noida, India
Finance & Marketing Intern	08/2024 - 01/2025
<ul style="list-style-type: none">Prepared Sales and Revenue Projections across monthly, quarterly, and annual timelines, achieving an average gross profit margin of 11%.Forecasted Operating and Capital Expenditures, providing insights into financial planning over a three- year horizonConducted Company Valuation via Revenue Multiple Method (P/SRatio:2x&3x) for Investment analysis.Collaborated with Cross-functional Teams to align marketing and financial strategies, enhancing operational efficiency and ROI.	

Projects

New York Jobs CEO Council Financial Analyst Job Simulation	02/2025 - 02/2025
<ul style="list-style-type: none">Completed a Simulation focused on financial analysis as an Analyst on the technology team at an investment bankPlayed a pivotal role in aiding senior bankers to determine the feasibility of establishing a partnership with Big Tech CompanyDemonstrated strong communication skills by articulately presenting findings and opinions to senior bankers.	

Courses

- SEBI - Investor Certification Examination
- Understanding Risk Management in Finance
- Business Analytics with Excel