

# Shipra Gupta

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## EDUCATION

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### Texas A&M University, Mays Business School

*Master of Business Administration*

College Station, Texas

December 2023

### Uttar Pradesh Technical University

*Bachelors of Technology, Computer Science & Engineering*

GPA: 3.41/4.0

Honors: First Class

Lucknow, Uttar Pradesh, India

May 2013

## EXPERIENCE

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### Zen Education

*Founder/Tutor*

Meerut, Uttar Pradesh, India

July 2018 – April 2022

- Through personal experience, identified a gap in the existing private tutoring industry for competitive examination; implemented method to teach concepts and immediately solve problems and leveraged methodology to launch educational enterprise with an initial investment of \$1K
- Generated net profit of 90% in 1<sup>st</sup> year with recovery of entire initial investment and 380% in 4<sup>th</sup> year of initial investment; utilized discounts and promotions to grow client base and minimized overhead to increase profitability
- Expanded business to add mathematics along with reasoning in 2<sup>nd</sup> year upon discovering methodology was applicable; employed one staff to oversee administrative duties and maximized marketing through word of mouth and advertising
- Taught more than 200 students and attained a cumulative success rate of more than 80% with students clearing examination cut-off; contracted as guest tutor at a renowned private institute in year four

### Nainital Bank Ltd.

*Management Trainee*

New Delhi, Delhi, India

August 2016 – June 2018

- Managed bank's daily investments by implementing steps to finalize investment and lending processes for diverse options in different financial organizations; resulting in profits of \$7K-13K daily
- Organized and analyzed irregularities observed in concurrent audit reports of Delhi region by compiling individual audit reports of defaulting branches; presented findings to senior management with corrective measures to be enforced on defaulting branches
- Enforced implementation of corrective measures and regular follow-ups with the defaulting branches and minimized risk profiles and non-performing assets (NPAs) worth more than \$100K identified through concurrent audit report; recognized by GM in elevating the bank's asset-profile
- Led 3-member team to identify potential high-risk accounts by creating a report highlighting factors of faulty repayment habits, accounts in high/medium risk area, and mismatched vital information using CRISMAC software; resulted in reduction of NPAs, speeding up recovery method, and closure of certain accounts
- Performed specialized functions such as post-sanction scrutiny and letter of acknowledgment of debt at branches with yearly business \$6.5M; increased branch's credit profile and ranking among other branches

### Anand Nirogdham Hospital

*I.T Executive*

Meerut, Uttar Pradesh, India

April 2015 – August 2016

- Implemented systematic archival of data and billing systems for multi-specialty private hospital; resulting in decreased redundancy and contracting data size

### Sanskar Vidya Bharti College of Education

*Lecturer*

Meerut, Uttar Pradesh, India

October 2013 - March 2015

- Taught computer science courses to several undergraduate students pursuing higher technical education; achieved 100% annual results with commendations from director

## SKILLS, ACTIVITIES & INTERESTS

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**Languages:** Fluent in Hindi

**Technical Skills:** Microsoft Office Suite, FinCraft, C programming language.

**Certifications & Training:** 'Credit for Beginners' by NIBSCOM, Noida

**Activities:** MBAA, Aggie Women MBAs, Kho-Kho Team, Indian Institute of Banking & Finance

**Interests:** Documentaries, Biographies, and Lawn-tennis