



# Ujjwal Gupta

Results-driven Project Associate with a successful track record in spearheading Allan Lloyds' international expansion, driving substantial revenue growth. Expert in understanding client needs and delivering tailored solutions, excelling in digital marketing for enhanced brand visibility. Skilled in financial acumen, managing full P&L responsibilities. Independent organizer of high-profile summits. Operations Manager with a talent for streamlining operations and elevating quality standards by 15%. Effective leader of a high-performing 10-member team for key business metrics.

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## WORK EXPERIENCE

### Project Associate Allan Lloyds

08/2022- 07/2023

*Noida*

- Spearheaded the international expansion of Allan Lloyds, facilitating its entry into strategic European markets, resulting in significant revenue growth and market presence.
- Demonstrated exceptional client-centric approach, effectively understanding clients' unique requirements and delivering tailored solutions to meet their needs, fostering strong client relationships and satisfaction.
- Effectively managed diverse digital marketing activities, formulated impactful campaign strategies, excelled in category management, and successfully led global business development efforts. This resulted in increased brand visibility, market penetration, sales, and profitability.
- Accountable for full P&L and profit responsibilities across multiple countries, demonstrating financial acumen and providing expert guidance to partners on financial matters, enhancing overall business performance.
- Independently managed and organized the 9th Annual CEM and Customer Loyalty MENA Summit, which included prominent Middle Eastern countries such as Dubai, Egypt, etc.
- Skillfully orchestrated the 13th annual Patient Recruitment and Retention Summit, involving various European countries. By raising 2065 Euros, the highest in the team, significantly contributed to the summit's success and overall organizational recognition.
- Successfully managed the 10th Annual Customer Loyalty MENA Summit, organized the 5th Annual Global Medical Affairs Summit, raising 1800 Euros, and currently overseeing the 14th Annual Optimizing Contact Center Summit with 2795 euros raised to date.

### Operations Manager

Ravi Surgical & Medical

11/2020- 07/2022

*Moradabad*

- Proactively drove productivity and streamlined management systems by establishing clear, targeted goals and efficiently overseeing day-to-day operations.
- Enhanced organizational efficiency and decision-making processes by skillfully applying problem-solving concepts, including quantitative methods and techniques.
- Elevated organizational quality standards by achieving a remarkable 15% increase in quality over a span of 2 years.
- Spearheaded and directed a high-performing 10-member team, overseeing their continuous improvement initiatives and contributing to the attainment of key business metrics.

### Intern

Jankalyan Education Society

06/2020- 06/2021

*Moradabad*

- Successfully orchestrated an independent campaign with a focus on supporting underprivileged children in society, diligently tracking, and managing donations.
- Mobilized a dedicated team of approximately 15 volunteers, surpassing the initial target of 12, and effectively raised ~INR 5000 within a one-month timeframe.
- Actively contributed to acquiring donations for educational initiatives in rural areas and extended support to those affected by the pandemic through the campaign.

## SKILLS

Project Management

Relationship building

Networking

Goal oriented

Time management

Problem-solving

Microsoft (PowerPoint, Excel, Word)

## EDUCATION

B.Com

MJP Rohilkhand University

07/2017- 06/2020

Senior Secondary School

Wilsonia College

2017

Secondary School

Wilsonia College

2015

## LANGUAGES

English

*Full Professional Proficiency*

Hindi

*Native or Bilingual Proficiency*

## INTERESTS/CERTIFICATIONS

- Certified Nutrition and fitness Consultant from Institute of Nutrition and Fitness sciences
- Project Management Essentials Certificate
- Business Metrics for Data-Driven Companies from Duke University (Pursuing)