

# DIVYANSHI GURJAR

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## SUMMARY

Resourceful professional with a strong foundation in team leadership, process optimization, and cross-functional collaboration. Proven ability to manage stakeholder relationships and drive operational efficiency. Eager to leverage diverse expertise to contribute to the success of a growth-oriented company in a new department.

## PROFESSIONAL SKILLS

- Corporate Finance
- Capital Budgeting
- Negotiation Skills
- Technical Documentation
- Database Maintenance
- Relationship Building
- Cash Flow Management
- Economic Analysis
- Problem-Solving
- Change Management
- Forms Management
- Conflict Resolution

## WORK EXPERIENCE

**Territory Manager (Graduate Trainee)** Jul 2024 - Present  
*Hero Fincorp Pvt. Ltd.* Udaipur, IN

- Managed and expanded the electric two-wheeler retail finance business by building strong relationships with dealers, distributors, and customers.
- Empaneled new dealers and strengthened existing partnerships to enhance market coverage and sales performance in the electric two-wheeler segment.
- Supervised and supported a team of sales executives, aligning their efforts with business objectives to optimize performance and achieve sales targets.

**Finance Intern** Jul 2023 - Aug 2023  
*BTB Financial Services* Udaipur, IN

- Maintained financial records with a focus on data accuracy and integrity.
- Gained practical exposure to financial concepts and market behavior.
- Recommended improvements to financial processes using technology solutions.
- Contributed ideas in team meetings regarding finance process automation.

**Intern** Apr 2022 - Jun 2022  
*Udaipur Chamber of Commerce and Industry (UCCI)* Udaipur, IN

- Volunteered at COVID-19 vaccination camps supporting community initiatives.
- Conducted member outreach to enhance participation in events.
- Prepared meeting minutes and ensured documentation accuracy.

**HR Intern** May 2021 - Sep 2021  
*Hanq Electronics* Greater Noida, IN

- Collected and screened candidate biodata.
- Scheduled interviews and training sessions.
- Maintained interview records and created employee profiles.

## EDUCATION

**Master of Business Administration: Banking & Finance** Jan 2024  
*Sharda University, Greater Noida*

**Bachelor of Business Administration: Entrepreneurship** Jan 2021  
*FMS College, Mohanlal Sukhadia University, Udaipur*

**12th Grade: Commerce** Jan 2018  
*Seedling Modern Public School, Udaipur*

**10th Grade** Jan 2016  
*Seedling Modern Public School, Udaipur*

## **CERTIFICATIONS**

- Microsoft Copilot
- Technology Forecasting for Strategic Decision Making
- Legal Compliance for Incorporating Startups

## **EXTRA CURRICULAR ACTIVITIES**

- Active member of Cultural Club "Tarang" at FMS
- Volunteer at International Conference on New Paradigms in Management Education: Vision 2025

## **AWARDS**

- Winner, 1st Place in AD-ZAP Competition