

# AYUSHI GUPTA

## EDUCATION

MBA- General Management  
(2023-25)

SBM, NMIMS Mumbai

CGPA: 3.21/4

B.Tech - CSE (2016-20)

KIET Group of Institutions

CGPA: 8.92/10

XII (2015-16)

Divine Educational Institute

92.16%

X (2013-14)

Divine Educational Institute

CGPA: 10/10

## SKILLS

SDLC · Agile Methodology ·

Client Relationship Management ·

Project Management · Team Player ·

Software Testing · GTM Strategy ·

SAP Hybris · Product Design Thinking ·

JIRA · Tableau · Multi-tasking

## KEY ACHIEVEMENTS

Merit Holder at Accenture

Achieved position of merit holder in on-board training of Accenture in testing

## PROJECTS

1. Data Exploration and Visualization-

Analysed a 10,000+ record dataset using MySQL and created 5 Tableau dashboards to showcase the scheme's impact

2. Product Management & Marketing-

Ideated an AI investment bot, enhancing the customer journey with design thinking and market research and crafted GTM strategy

## CERTIFICATIONS

Microsoft Azure Fundamentals AZ-900

KPMG Lean Six Sigma Green Belt

MBA, B.Tech

8630588080

@ [ayu.gup005@gmail.com](mailto:ayu.gup005@gmail.com)

## PROFILE SUMMARY

Results-driven and proactive professional with over 2.5 years of experience in Agile methodology, project coordination and QA. Skilled in client communication, backlog management and risk mitigation with hands-on expertise in tools like JIRA, Confluence, and SAP Hybris. Certified in Azure Fundamentals and Lean Six Sigma with a strong focus on driving measurable business impact.

## EXPERIENCE

Business Development Executive

04/2025 - Ongoing

Tectoro Consulting Pvt Ltd

- Responsible for Business Development & Account Management in the Delhi NCR region, targeting key clients across the private sector
- Lead enterprise client acquisition by positioning Tectoro's proprietary MDM solutions as tailored, value-driven offerings in competitive market
- Coordinated with product and support teams to address customer issues and plan solution rollouts
- Drive revenue growth by converting qualified prospects into long-term clients, strengthening Tectoro's presence in the Delhi enterprise market
- Supported proposal creation and value articulation for cost-effective product improvements

Quality Engineering Analyst

11/2020 - 05/2023

Accenture Solutions Pvt Ltd

- Executed end-to-end, functional and integration testing for a UK-based client in the retail sector
- Collaborated with cross-functional teams to review & discuss sprint tickets, resolve bugs using Agile methodology during project migration to Azure Cloud
- Conducted regular meetings with internal & external stakeholders to align on project release timelines and discuss the SLA compliance
- Used tools like- SAP Hybris in QA for the different features like- payments, order management
- Performed regression testing on 180 test scripts and sprint testing on 20 tickets within a two-week sprint cycle
- Managed sprint planning, backlog reviews with DevOps team and client, led to 12% reduction in deliverable turnaround time for the client
- Created test scenarios, executed User Stories & Scripts and maintained the documentation on Jira & Atlassian Confluence

## INTERNSHIPS

B2B Sales and Marketing Intern

04/2024 - 05/2024

INTEL

- Supported B2B sales and marketing initiatives for a major Indian conglomerate in the renewable energy sector (solar and wind).
- Conducted in-depth analysis of Intel's product portfolio, partner ecosystem, competitor landscape, and technological capabilities.
- Researched green energy generation processes and developed a comprehensive proposal for implementing Intel's Edge AI solutions.
- Built understanding on concepts- predictive maintenance, zero-touch provisioning, and edge computing to support digital transformation goals.
- Identified and presented four potential use cases for deploying Edge AI technologies in renewable energy operations.
- Performed revenue forecasting and market opportunity analysis for green power production in India through 2030.

Java Programmer

03/2019 - 04/2019

Intigate Technologies

Contributed Java programming language expertise as Intern for project aimed at tracking employee attendance reports, evaluating bugs in code to guarantee deliverables with minimal defects.

## INTERESTS

Travelling, Listening to Music and Playing Badminton