Astuti Sharma



21 | Female | IMNU | Major - Marketing | Minor - Digital Transformation & Analytics

ACADEMIC ACHIEVEMENTS				
MBA	2023-2025	Institute of Management, Nirma Univer	rsity	
BBA	2019-2022	GGSIPU, Delhi	89.10 %	
XII CBSE	2018-2019	Apeejay School Noida	59.40 %	
X CBSE	2016-2017	Apeejay School Noida	83.60 %	
WORK EXPERIENCE				
Associate Sales Ma	nager P	ramerica Life Insurance Limited	Oct 2022 – Apr 2023	
Worked in the Corporate Agency and Broking Department.	channel - Avan • Identifying cust application pro-	 Worked with and maintained corporate relations with the Punjab branch team of our agency channel - Avanse Financial Services. Identifying customers and providing proposals, explaining products and assisting in the entire application process, as well as solving any post-service queries. Achieved more than 150% of my targets every consecutive month. 		
INTERNSHIPS				
	Ind	ian Oil Corporation Limited	Oct 2021 – Nov 2021	
Worked as a summer intern.	Analysed the in	Worked in the marketing division of the LPG department Analysed the impact of "Pradhan Mantri Ujjwal Yojna" on Rural India		
POSITIONS OF RESPONSIBILITY				
Cultural Committee, IMNU	 Member of The Cultural Committee, IMNU (2023-25) Responsible for planning and organizing Cultural Events as well as National Level Management and Cultural Fest Perspective Richter-10 at IMNU. 			