

# Saurav Bhatt

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## EXPERIENCE

### **Northwestern Mutual**

May 2023 - July 2023

- Conducted discovery calls with potential clients for insurance planning.
- Developed skills in competitive selling and objection handling.
- Established contacts with identified leads for handoff to sales team
- Demonstrated disciplined use of sales and marketing tools for reporting and tracking.

### **International Studio & Curatorial Program, New York, NY (Intern)**

July 2022 – August 2022

- Leveraged Salesforce CRM database to help streamline operations, monitor customer interactions, enter client information, and helped unify data into a single source.

### **New York City Department of Social Services (Intern)**

May 2022 – August 2022

- Utilized C# to build utilities for operation and assisted with automation testing.

### **JPMorgan Chase, Jersey City, NJ (Intern)**

June 2020 – August 2020

- Performed automation testing on the company website links using Selenium and accessibility testing on forms.
- Collaborated with developers and executed unit tests using J-Unit suites.
- Gained knowledge of banking operations, fixed-income securities, options, and investments.

### **Compass, New York, NY (Intern)**

May 2018 – September 2018

- Assisted a leading real estate firm with buying and selling activities including facilitating open houses, outreach to potential clients, and performing all administrative work including maintaining their social media presence. Received employee of the year award.

## EDUCATION

### **Pace University, Seidenberg School of Computer Science and Information Systems**

Bachelor of Arts in Computer Science | Minor in Economics (December 2022)

GPA: 3.3

## TECHNICAL SKILLS

**Programming Languages:** Java, HTML, C, C#, SQL, Python

- **Software:** Microsoft Office Suite, G Suite, Adobe Photoshop, Selenium, Bloomberg

**Operating Systems:** iOS, Unix, Windows

## CLUBS/ACTIVITIES

### **Pace University Society of Fellows**

February 2023 – Present

- Presented research paper on video game addiction at annual conference.

### **Pace Federal Reserve Team Member**

August 2022– October 2022

- Contributed as a researcher for Pace's Federal Reserve Challenge Team in a national college contest that evaluates the best college presentation to the Federal Reserve.

### **Pace Computing Society, New York, NY, Treasurer**

September 2019 – May 2022

- Oversaw all financial transactions of the Pace Computing Society, including budget planning, financial reporting, record-keeping, and managing funds.

- Taught Pace students Java programming via activities including building a calculator and developing games using Java.

### **VOLUNTEER EXPERIENCE**

#### **New York Cares – Sophomore Skills**

March 2023 – June 2023

- Assist high school students with preparing for the SAT.

#### **Kubemas, New York, NY**

February 2019 – May 2019

Helped students with learning skills needed in 3rd through 9th-grade math to pass the state exam.

### **CERTIFICATION**

- New York Life, Accident and Health Insurance Agent/Broker Series 17-55 (2023)
- SQL certified from W3 schools (2023)