ANSHUL BHARGAVA

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BIO

A RECENT PHYSICS GRAD LOOKING TO APPLY HIS SCIENTIFIC ACUMEN IN THE VIBRANT WORLD OF SALES.

EDUCATION

COMMONWEALTH HONORS COLLEGE, UNIVERSITY OF MASSACHUSETTS, AMHERST

BACHELOR'S IN PHYSICS (HONS)

GPA

3.940 SENIOR YEAR

SKILLS

SALES

CRM • LeadIQ • Salesforce ZoomInfo • LinkedIn Sales Navigator • HubSpot • Cold Prospecting • Outplay • Sequencing • Calendly • Google Meet • Interstellar

PROGRAMMING

Java • Python • HTML • C++ C • LaTeX

TOOLS

XCode • MATLAB • ROOT@Cern • MS-Office

AWARDS

William Lee SIP scholar (2018)
LeRoy F. Cook award (2020)

EXPERIENCE

ELEVATE | SALES DEVELOPMENT REPRESENTATIVE

Summer 2021 | elevatehire.co

- Learned the sales development process by Interacting with research based sales systems and tools like HubSpot (CRM), LeadIQ, and ZoomInfo to search for SDR roles as a sales trainee (outbound prospecting).
- Evaluated my value proposition, and used databases like CrunchBase to search for prospects – companies hiring SBR/BDRs.
- Used sources like LinkedIn and LeadIQ to find Point of Contact –Recruiters–, evaluated the pain points and prepared a positioning statement for a –potential upcoming interview.
- Kept track of my job hunt sales pipeline on HubSpot by logging every interaction with the prospect, setting up email workflows, and cold calling.

ATLAS GROUP AT UMASS | RESEARCH ASSISTANT

Jan 2019 - Aug 2019 | UMass Amherst

- Worked on the optimization of background discrimination for Di-Higgs to 4b events.
- Used ROOT's TMVA (Toolkit for Multivariate Analysis) package to achieve desired background discrimination using methods like Neural Networks and Boosted Decision Trees.
- Wrote ROOT macros to analyze over 200,000 signal and background data points.
- Demonstrated the benefits of using a discriminant like BDTscore over common discriminants like xhh based on Multivariate techniques.
- Work led to improvements in signal efficiency unto a whole order of magnitude.

CONDENSED MATTER PHYSICS | RESEARCH ASSISTANT

Aug 2017 - Dec 2018 | Sep 2020 - Present | UMass Amherst

- Performed nano-fabrication of micro-scale structures by precision stacking atomically thin layers of Transition Metal Dichalcogenides (TMDCs) in a condition controlled glovebox.
- Assisted in performing optical measurements on the microstructures by setting up an optical table and operating the Raman spectroscope.
- Found an annealing technique crucial for the production of high-quality BN samples as a William Lee Science Impact Program scholar during summer 2018.
- Supervised projects of local and international high school interns involving production of multiyear TMDC heterostructure using techniques like optical and atomic force microscopy during summer 2018.
- My honors thesis involves discovering an efficient fitting algorithm to derive the dielectric function of a multi-layer TMDC heterostructure from reflection spectra.

SOCIETY OF PHYSICS STUDENTS | PRESIDENT

Jan 2020 - Present | UMass Amherst

- Keep students updated on the exciting undergraduate research opportunities at UMass and other renowned institutions via emails, social media, and biweekly seminars/workshops.
- Help students professionally by holding workshops hosted by guest Lecturers and UMass alumni working in the industries ranging from Mining to Electronics that help students build a solid LinkedIn, manage their CV, and prepare for graduate school applications.
- Managing the finances of the UMass SPS along with the social media profiles to ensure proper execution of SPS activities.

RESIDENT ASSISTANT | JOLT RESIDENCE CLUSTER

Sep 2019 - Present | UMass Amherst

- Supervise a residence hall floor with over 40 ethnically diverse residents.
- Regularly check-in with the residents for their well-being, and create interactive bulletin boards.
- Organize monthly floor meetings, and engage residents in informative activities and make sure that they stay updated with important campus information.
- Ensure that residents live in a safe and open community while abiding by the rules and regulations of the institution.