

+91-9728124853

Umeshgautam180
997@gmail.com

#539 Sector 19,
Huda, Kaithal
Haryana

Umesh Gautam

Professional Profile

A dedicated and knowledgeable educator with a strong passion for mentoring and guiding aspirants for the UPSC Civil Services Examination. With an in-depth understanding of the exam's demands and a robust academic background, I aim to provide high-quality instruction and support to help students achieve their dreams of becoming civil servants. My commitment to fostering a comprehensive and engaging learning environment is driven by my belief in the transformative power of education.

Experience

Teaching Experience

October 2019 – September 2020

- Instructed fellow classmates and students from other colleges in Managerial Finance and Managerial Economics during my time in Ireland, enhancing their understanding and application of these subjects
- Provided tutoring in Accountancy and Economics to 11th and 12th-grade students while completing my own graduation

Area Manager, Centra

July 2021 – July 2023

- Oversee the operations of ten stores within the assigned region, ensuring adherence to company standards and operational excellence.
- Conduct regular store visits to evaluate performance, identify areas for improvement, and ensure compliance with health and safety regulations.
- Implement company policies and procedures across all stores to maintain consistency and efficiency.
- Develop and execute strategic plans to drive sales growth and increase profitability within the region.
- Analyze sales reports, financial statements, and key performance indicators (KPIs) to identify trends and opportunities for improvement.
- Collaborate with store managers to set sales targets and devise action plans to achieve and exceed them.

Retail Manager, Centra

November 2020 – June 2021

- Managing a team of 8 staff members, including an assistant manager, 2 supervisors and 5 other staff members, for the achievement of company plans reporting directly to regional manager
- Contributing to HR operations with a responsibility for interviewing and recruiting team members, staff payroll, management of team performance and execution of regular reviews and appraisals
- Leading by example, delivering effective training and motivating team members to inspire the consistent achievement of store targets, KPIs and improved efficiency
- Analyzing sales figure, forecasting future sales volumes and constructing subsequent reports on performance to use as a benchmark

CORE SKILLS

- Simplifying complex concepts
- Interactive and participatory teaching methods
- Adjusting teaching methods based on student needs
- Technical Proficiency for online teaching
- Showing patience with different learning paces

EDUCATION

- MSc International Business Management (Griffith College Dublin)
- B.Com(Hons) (Delhi University)
- CFA Level 1

