

Mukesh Kumar Gautam

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SKILLS SUMMARY

- Technical Skill: Microsoft Excel, Microsoft Word and Microsoft PowerPoint
- Tools/Platforms: Power BI, Tableau, SPSS, Watson Studio, Canva, SAP and Deloitte (Bolton)
- Soft Skills: Team Work, Communication, Project Management, Leadership and Adaptability

WORK EXPERIENCE

Lesso Build Tech Pvt Ltd. | Gurugram

October 2024-July 2025

Assistant Manager

- Led **backend operations**, ensuring seamless coordination of client requirements and supervising a team of **3 members**.
- Engage with a minimum of **25 to 30 clients** per month to identify, anticipate, and fulfill their needs, ensuring a **high satisfaction rate** of over **90%**.
- Proficient in **SAP** for inventory management and **Deloitte's Bolton system** for generating and managing **customer invoices**.
- Maintained **data sheets** for **four states** – Uttarakhand, Rajasthan, Uttar Pradesh, and West Bengal – while overseeing key client accounts in Karnataka.
- Maintained and updated comprehensive customer records and oversaw the **KYC** and **CRF** processes for new clients.
- Conducted detailed analysis of competitor pricing and **marketing strategies** to inform sales tactics and improve market positioning.

INTERNSHIP

MOZO HUNT PVT. LTD.

June 2024

Finance Intern

- Analyzed financial performance metrics and contributed to **budgeting and forecasting** processes, improving **financial decision-making** and operational efficiency.
- Conducted market research to identify target audiences, emerging trends, and competitive analysis, aiding in **strategic planning and campaign execution**.
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EDUCATION

- Lovely Professional University
Master of Business Administration – Financial Consulting & Marketing: CGPA- 7.48 Phagwara, Punjab
July 2025
- Mahatma Gandhi Kashi Vidyapith University
Bachelor of Arts – Sociology & English Varanasi, Uttar Pradesh
Graduation; CGPA: 6.02 September 2020

PROJECT

Dabur India Limited | Ludhiana

August 2024

- Analyzed customer trends to support revenue-boosting strategies
- Applied **FEFO/FIFO/LIFO** methods to optimize inventory valuation and cost control
- Forecasted demand** and aligned stock levels to reduce holding costs
- Strengthened financial acumen by integrating inventory efficiency with **profitability metrics**

Modeling for Merger and Acquisition: Tata Motors and Jaguar Land Rover

March 2024

- Understood the complexities involved in **mergers and acquisitions: Financial modeling**, valuation, post-merger integration analysis, and using industry average multiples for valuation
- Conducted post-merger analysis on **synergies**, comparing actual synergies to projections
- Developed a deep understanding of the financial, strategic, and operational dynamics of M&A

Assumption-based Valuation: Financial Model of Hero Moto Corp

January 2024

- Prepared, analyzed, and verified **accounting records, financial statements**, and reports to ensure accuracy and compliance with reporting standards
- Applied **Discounted Cash Flow** techniques to value the business for the next five years used past financials
- Developed strong research and analytical skills through in-depth industry and company analysis

CERTIFICATIONS

- Python for Data Science by **IBM** December 2023
- Operations Management by **LinkedIn Learning** December 2023
- Corporate Finance Foundations by **LinkedIn Learning** September 2023
- Advance Excel, Tableau by **LPU Professional Enhancement**. September 2023