

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

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