



# SHAMANTH UMESH

## CONTACT

 Hassan, India, 573201

 +91 9663943239

 ushamanth771@gmail.com

## SKILLS

- HTML
- CSS
- JavaScript
- React
- DevOps
- C++
- Data Structure Algorithm
- Warm and cold calling
- Sales follow-up
- Proposal writing

## PROJECT

- Currently working on E-commerce project and other portfolio's.

I was being a General Manager with proven business acumen. Offering strengths in employee motivation, issue resolution, and stakeholder management. Entrepreneurial leader with demonstrated ability to build productive relationships across multiple levels of the organization. A highly motivated and driven General Manager successfully implemented strategic approaches to drive profitability and sales. Recognized for performance excellence in operations and customer care. Strong ability to drive profits, control costs and achieve continuous process improvement. Successfully motivated, trained and developed team members to drive profitability in a highly competitive environment.

## EXPERIENCE

May 2022 to Current

**Business Developer** *10x Academy*, Bengaluru, India

- Set up promotional activities in accordance with available inventory and staff resources.
- Identified and capitalised on new opportunities for business growth of 10x Academy
- Observed all company guidelines in terms of confidentiality by maintaining data integrity for both clients and the organisation.
- Used well-developed public speaking skills to pitch business development ideas to company executives and present information to prospective customers.
- Developed and managed business proposal and contact information

## ACCOMPLISHMENTS

- I'm national level swimmer represented my state karnataka thrice during school and college days combined.
- Conducted cultural programme in my college fest and installed 2 street food shop ran successfully with good ROI.

## LANGUAGES

**Kannada:** First Language

**English:**  C2  
Proficient

**Hindi:**  B2  
Upper Intermediate

## HOBBIES

- Reading Newspaper
- Spending free time on code wars and W3 school website to polish my skill in HTML and CSS
- Replying to folks in quora
- Working on my English grammar
- Travelling

July 2020 to January 2022

**General Manager Aarambha foods, Mysore**

- Empowered staff members to contribute to continuous improvement, quality and growth of company.
- Generated daily operational and sales reports for corrective action or continuous improvement.
- Built and maintained loyal, long-term customer relationships through effective account management and rapport building.
- Boosted profit opportunities, analysing cost, schedule, contract performance, variance and risk for corrective action.
- Served as mentor to junior team members.
- Managed team of 2 professionals and in total 5 front line workers.
- Developed systems and procedures to optimise efficiency and quality.
- Established customer-centric focus to build customer loyalty and retention.

## EDUCATION

2022

**Full Stack Developer Software**  
Addskill, Benagluru

2021

**Bachelor of Business Administration Finance and Marketing**  
Mysore university, Mysore, KA

2017

**PCMCS Science**  
Brilliant PU College, Hassan

2015

**Certificate of Higher Education**  
Vijaya English School , Hassan