Umair Shah

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EXPERIENCE

Trainee Assistant Manager
Mar 2019 - Present

BT Group PLC | London, Full Time

- Role involves presenting and leading monthly team meetings, participating in quarterly and yearly performance reviews, retaining existing clients through understanding and working around their needs amongst other things
- Improved the store's month on month sale's performance by 30% after joining
- Led store to earning the most commision in a region of over 25 stores in November 2019
- Highest earning advisor out of 10,000 employees in the company in October 2019.
- Skipped Senior Advisor role and progressed to training for Assistant Manager due to impressive performances

Private Tutor
Jun 2021 - Aug 2021

Private | London, Part Time

- Tutored children aged between 8 and 18 in groups of 6-8 people as well as 1 to 1
- Learnt how to help children maximise their potential through using techniques that were suited to them
- Tutored in various subjects such as basic English, Maths and Science for younger children
- Helped individuals interested in Music grasp the fundamentals of the music industry as well as basic music theory

CEO / Founder
Sep 2020 - Sep 2021

Cluck | London, Part Time

- Role as a founder includes designing mockups, pitching potential investors, generating budgets, outlining milestones and expectations for the near future and having meetings with potential team members
- Managed to secure a mentor with over 10 years of experience
- Collected and collated over 100 survey responses during research phase
- Designed and launched MVP to test demand, resulting in over 25 orders in the first week
- Taught myself how to do marketing, sales and formulating a pitch deck within 6 months of starting
- Accepted into accelerator to further scale the company within 1 year of ideation

Sales Advisor
May 2018 - Mar 2019

Artisan People | London

- Displaying flexibility to work at any required time
- Consistently upsold between 10-15% of purchase to customers to maximise profit for the business
- Handling and taking care of multiple priorities and roles at once
- Using complex systems to calculate VAT returns of up to £10,000

EDUCATION

Software Engineer Student   Jan 2022 - Present
01 Founders
Languages & concepts studied include: HTML, CSS, JavaScript, Golang and Git

Bachelor of Arts in Music Production and Sound Engineering   2018 - 2021
Pointblank Music School
Grade: 2:1

A Levels (at grade A - D or equivalent)   2015 - 2017
Barnhill Community High
English Literature, Media Studies, BTEC Level 3 IT Subsidiary Diploma, AS Business

GCSE's (at grade A - C or equivalent)   2011 - 2015
Abbotsfield Community School
English Literature and Language**,** Mathematics, Spanish, ICT, Media, Chemistry, Physics, BTEC IT, BTEC Media

LINKS