MUDIT SAHAI



Tower T6, Flat No. 703,

Nirala Estate Pvt. Ltd, GH 4, Techzone IV, Greater Noida,

Pin: 201305

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## +91 7408582333 (c), 7704988285 (w)

**CAREER OBJECTIVE**

To excel in the process of performing to my fullest Potential and achieve Success in whatever responsibilities I undertake, maintaining the highest standards of Business Ethics and Integrity.

**PROFILE SNAPSHOT**

* Was associated with **Bestech Solutions** as **General Manager, Prayagraj.**
* Was associated with **Shriram Group of Companies** (Shriram Value Services (p) ltd.) as **Assistant** **Team Lead**.
* A competent & seasoned L&D professional with over **11 years of experience** in the Training Department.
* An insightful professional with hands on experience in Learning & Development, Content Development & Leadership coaching. My forte is conducting Behavioral, Soft Skills, Process Training & Train the Trainer programs for employees at various levels. Trained varied aged groups from Middle Management to Front-end Executives.
* Apart from being a L&D professional, I’m effective at identifying opportunities, developing and providing Business solutions. A visionary Manager with comprehensive experience in formulating strategic plans, directing business operations & focusing on customer retention. Impacted organization profitability through effective strategic and tactical management decisions.
* Capable of providing strong support in the overall process of management and corporate decision making to ensure the organization maximizes its short, medium and long-term profitability.
* Dynamic communicator with excellent presentation skills, able to translate complex concepts into understandable terms using creative teaching methods. Proven track record of preparing employees to produce quality work across a variety of fields.
* Fast Learner, able to learn new software systems quickly and pass my knowledge on to others.
* Work with Management to determine employee training needs and develop effective training programs.
* Sound Communicator with Good Analytical, Problem Solving & Organizational Abilities.

**EXECUTIVE HIGHLIGHTS**

* Visionary Leadership
* Employee Training & Development
* Recruitment and Staffing
* Developing Star Performers
* Strategic Management
* Negotiation & Conflict Management
* Team Building & Interpersonal Skills
* Supervising Operations & Implementation

**CORPORATE CONTOUR**

# BESTECH SOLUTIONS

**General Manager, Prayagraj September 2013 – March 2021**

**Bestech Solutions** was started in the year 2010 by highly qualified professionals who had spent more than a decade in the industries and understood the corporate requirement and come up with skill development solutions to bridge the gap from campus to corporate while creating Leaders for tomorrow.

## Growth Path:

Apr 2015 till Mar 2021 General Manager Sep 2013 till Mar 2015 Senior Manager

## Responsibilities:

* Develop strategic plans for optimized productivity.
* Review and improve organizational effectiveness by developing processes, overseeing employees, establishing a highly motivated work environment, and creating innovative approaches for improvement.
* Uphold standards of excellence and soaring quality.
* Seek out opportunities for expansion and growth by developing new business relationships.
* Provide guidance and feedback to help others strengthen specific knowledge/skill areas.
* Oversee day-to-day operations, assigning weekly performance goals and assuring their completion, while accomplishing your own goals.
* Recruit, onboard, and train high-performing employees to achieve sales, profitability, and business plan objectives.
* Maintain project timelines to ensure tasks are accomplished on time.
* Develop, implement, and maintain budgetary and resource allocation plans.
* Delegate responsibilities to the best employees to perform them while enforcing all policies, procedures, standards, specifications, guidelines and training programs.
* Resolve internal staff conflicts efficiently and to the mutual benefit of those involved.
* Identify business opportunities with new and existing customers.
* Plan and direct activities such as sales promotions, coordinating with other department heads as required.
* Developing Star Performers.
* Marshaling Resources for the organization.

# SHRIRAM VALUE SERVICES PVT LTD.

**Assistant Team Lead – Learning & Development August 2009 – September 2012**

SVS is an associate of the multibillion dollar Shriram Group, headquartered in Chennai, India. The Group, established in 1970s .Shriram Learning and Development Solutions is a renowned leader in Consultancy, Training & Skill development.

## Growth Path:

Sep 2010 till Sep 2012 Assistant Team Lead Aug 2009 to Sep 2010 Management Trainee

## Responsibilities:

* Responsible for designing the appropriate Training Need Analysis module as per the needs of the internal and external customer.
* Conduct the Training Need survey and assessment of the said customer as per the designed processes.
* Evaluate the training Gap, needs and Assess the same with active coordination with the said customer.
* Conceive and design the content and delivery mode processes along with the comprehensive Evaluation tools and ROLI modal.
* Designing & Development of participant Handbooks along with “Train the Trainer” notes and modules.
* Conceive, Design and develop the “Train the Trainer” tools and certification content and processes.
* Assist the Manager for market research.
* Achieve the benchmarks of self-development as per the career development plan for L&D Solutions.

# PROFESSIONAL QUALIFICATIONS

* 1. **Advance Diploma** in “Embedded System” from **TICO Institute, New Delhi** in 2012.
  2. **Completed B.Tech** in Electronics & Communication Engineering from **AKTU** in 2009.

# ACADEMIC QUALIFICATIONS

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **Examination** | **College** | **Board** | **Division** |
| 2003 | XIIth | Boys’ High School & College (Prayagraj) | I.S.C | First |
| 2001 | Xth | Boys’ High School & College (Prayagraj) | I.C.S.E | First |

**PERSONAL PROFILE**

**Father’s Name** : Lt. S.K.Srivastava **Mother’s Name** : Mrs. Pratima Srivastava **Date of Birth** : 8th February 1985

**Marital Status** : Single

**Gender** : Male

**Languages Known** : Hindi, English

**Permanent Address** : Plot No. 49, Nyay Nagar, Near Mazar, Jhunsi, Prayagraj (U.P.) - 211019

I hereby declare that all the information given above is true and correct to the best of my knowledge and belief.

## Date:

**Place:** Noida **Mudit Sahai**