

## CURRICULUM VITAE

### **MOHAMMAD MUJAHID ANSARI**

655A/3 Adil Nagar, Vasundhara Vihar Colony,  
Ring Road, Tedhi Pulia, Lucknow (UP)

E-Mail Id- [mujahid.ansari1507@gmail.com](mailto:mujahid.ansari1507@gmail.com)

Mobile No.- +919027054855, +919839377783



### ***Career Objective:***

My Aim is to learn and gain experience in a progressive organization. I am Looking for a challenging and exciting opportunities, which calls upon one's abilities and gives a considerable degree of independence and responsibility. I want to work with a company that nurtures and develops talent and provides a facilitating environment.

### ***Works Experience :***

- ❖ Present time Working with **MALOOK CHAND FOODS Pvt. Ltd.** as **North India Head (Employee I'd-LE62672)** Including States Uttar Pradesh, Bihar, West Bengal and Orissa Co. Address- 14<sup>TH</sup> Km. Stone Market, Agra Road Shahpur Madrak, Aligarh-202001, From 07/05/2015 till Present.
- ❖ **Nature Of Working** – Malook Chand Foods has given me Authority and Resources to Promote and Facilitating Brand Marketing, Strategic Planning, Create New Dealer's and Distributer's to Enhance Business and Development and Generate Maximum Sales for Our Products, Including Stock & Production, Packaging, Row Material, Crude Oil, Order & Dispatching Goods and Timely Delivery to Dealers and Distributer's, To Maintain Invoice & E-Way Bill.
- ❖ Worked with **B L AGRO Industries Ltd.** as **Area Sales Manager (Employee I'd-BM27619)** Parsakhara Industrial Area Bareilly Uttar Pradesh , From 18/07/2010 till 30/04/2015.
- ❖ **Nature Of Working** – To Generate Maximum Sales of Products and Create New Dealers and Distributer's to Enhance Our Products Sale. Including Stock and Production, Attractive Packaging, Timely Order and Delivery of Products and Dispatching of Goods, Maintain Invoice & E-Way Bill, A/C of Co.Etc

### ***Educational Qualification:***

Qualification	Course	Institute	Year of passing
M.B.A.	M.B.A. (INTERNATIONAL BUSINESS & MARKETING) (Regular)	Dr. K.N. MODI Institute of Engg. & Technology Ghaziabad (U.P.)	2010

<b>Post Graduation</b>	<b>M.A.</b>	<b>Lucknow University</b>	<b>2008</b>
<b>Graduation</b>	<b>B.A.</b>	<b>Lucknow University</b>	<b>2006</b>
<b>Intermediate (10+2)</b>	<b>Science Maths</b>	<b>U.P.Board</b>	<b>2000</b>
<b>High School (10<sup>th</sup>)</b>	<b>Science Stream</b>	<b>U.P.Board</b>	<b>1997</b>

### ***Professional Snapshot:***

- ❖ A Performance Driven Professional with More than 11 Year's of Experience in Strategic Planning, Marketing, Public Relation, Client Relationship Management and Business Development in Education & Hospitality Sector.
- ❖ Hands-on experience in increasing revenues, exceeding targeted goals, developing profitable and productive business relationships and coordinating with decision-makers.
- ❖ Exceptionally well organized with a track record that demonstrates self motivation, creativity and initiative to achieve both corporate and personal goals.
- ❖ Enterprising leader with a talent for mentoring people with an equal desire to win.

### ***Areas of Expertise :***

- ❖ **Business Development**  
Driving sales for achieving targets through cross promotions of products.  
Exploring business potential, opportunities & clientele secure profitable business volumes.
- ❖ **Marketing**  
Executing strategies for market penetration & increasing share of existing products.  
Reviewing & interpreting the competition & market information strategies.  
Developing new clients and negotiating with them for securing profitable business.
- ❖ **Client Relationship Management**  
Interfacing with and corporate, Vendors & Event Organizers.  
Maintaining relations with clients & ensuring continued & repeated business in each campaign planned by the company & thereby augmenting business & profitability.  
Identifying possibility of sponsoring features & specific themes designed by clients.
- ❖ **Brand Management**  
Building brand focus in conjunction with operational requirements.  
Ensuring maximum brand visibility and capturing optimum market shares.  
Designing and managing corporate communication, brand building and product awareness campaigns.

### ***Computer skills:***

- ❖ One year diploma in **Multilingual D.T.P. MS-OFFICE** (MS-WORD,MS-EXCEL, MS-ACCESS, POWER POINT) & **In Page Urdu Software** from “**Uttar Pradesh Urdu Academy**”, Gomti Nager Lucknow.
- ❖ One year diploma in **Information Technology** from **Manipal University**.

### ***Achievements:***

- ❖ Presented National Seminar organized by Department Of Management Studies Title on **Emerging Business Issues in Current Economic Scenario**” at **Dr.K.N.M.I.E.T.** Modinager (24<sup>th</sup> & 25<sup>th</sup> of April 2009 ).
- ❖ I have undergone summer training in **NESTLE PVT. LTD. (New Delhi)** which makes Dairy Products and milk related substitutes.
- ❖ Recognized for winning prize for Dumb Charade & Corporate Quiz at IIM Fest in 2005.
- ❖ Actively participated in various extra-curricular activities like Debates, Quiz, Dramatics, Presentations, Group discussions, Extempore, Live Projects etc.

### ***Strength:***

- ❖ My Positive approach & Quick learning ability. I know how to overcome my weakness & how can handle any critical situation.

### ***Personal Dossier:***

**Name** : Mohammad Mujahid Ansari  
**Father's Name** : Mohammad Taiyab  
**Date of Birth** : 15<sup>th</sup> July 1981  
**Languages Known** : English, Arabic  
**Marital Status** : Married  
**Address for Communication** : Adil Nager, Tedhi Pulia,  
Ring Road Lucknow, (UP).

### ***Declaration***

I hereby declare that all information is true to the best of my knowledge and I will provide testimonials as and when required. I hope that above written details will suite to your requirement. If you give me chance to work under your great guidance I will be grateful to you and will make my best efforts in contributing towards Organization.

**Place :** Lucknow

**Date :**

**(Mohammad.Mujahid Ansari)**