

MOHAMMED RIZWAN AHMED

Business Development Associate

PROFESSIONAL SKILLS

-Analyand Data analytics using Database tables and Queries using excel as a data analytic tool
-Creating SOP & playbooks for systematic approach & problem solving.
-Fullstack category management, Sales,Ops, Demand and Supply Ops, Customer Operations, Supply Planning, Demand Planning

OTHER SKILLS

-Digital Marketing (SEO, Social Media Marketing, Email Marketing)
-Google Docs & Excel Sheet
-Mass Communication & Ushering
-People Behavior Management

PERSONAL ACHIEVMENTS

-state level semi finalist and 1st runner up for district table tennis
-warded as the best player of snooker by Gulbarga sports club

PERSONAL PROJECTS

-Started online grocery app (Mega Basket)

CONTACT INFO:

Mobile: +91 9060505070
Mail: rizzz1993@gmail.com
Address: Hyderabad 500008
Nationality: Indian
Indian Driver's Licence: Yes
DOB: 02/01/1993

Languages:

English, Urdu & Kannada
(Limited Proficiency)

ACADEMIC EDUCATION

BCA from CV Raman University
- (2013 passout)

EMPLOYMENT BACKGROUND

UrbanCompany

Business Development Associate

Category: Full Home Cleaning Hyderabad India | july 2021 - jan 2022

Full Home Cleaning:

- Launched the new category and on-boarded 45 pods (team) for Diwali Season
- Aggregator OB: On-boarded 500 external cleaning teams in Hyderabad, Delhi,Chennai & Kolkata for Diwali Season and achieved **Employee Of The Month**
- Sold: Service Tool Kit worth INR 49,000/- to onboarded Pods. Aggregator: Sold 500 monthly subscription packages to professionals worth INR 25000/
- Customer experience - Ensured an NPS score of 40% in the categories cities I was taking point on.
- Quality Management - Ensuring the selection of the right professional, setting up initial platform joining training(4-6days), keeping a check on hygiene metrics of quality like service ratings, NPS, fulfillment success, and regular feedback process for professionals.
- Market research - Actively involved in the market research on points like pricing, identifying the right supply pools, serviceable geographies, Training, and a bunch of miscellaneous things

BUSINESS DEVELOPMENT ASSOCIATE

-Category: Appliances India | jan 2021 - june 2021

-Appliance repairs:On-boarded 600 professionals for AC Season and them sold 800 Service Tool Kit worth INR 15,000/-

-Leveraging Innovation and Automation for reactivating 120+ Pro's in less than 2 weeks and played a prominent part in OB and achieved **TRAILBLAZER** for the month of Feb 2021.

BUSINESS DEVELOPMENT ASSOCIATE

Category: Cleaning Hyderabad Aug 2020 - Dec 2020

Cleaning Category:

-On-boarded 400 quality professionals and Sold Service Tool Kit worth INR 12,000/- for Diwali Season.

-Sold 200 monthly subscription packages to professionals worth INR 6000/- every month

PREVIOUS CAREER

ARSquare Tech LLC - Talent Acquisition Lead Bangalore Feb 2019 - July 2020

TRUGlobal Software India - Senior Recruiter Bangalore

October 2018 - January 2019

Axial Technologies - Recruiter Bangalore, July 2018 - September 2018

Managed projects, maintained client relationships, -Lead, managed , retained a team of recruiters to derive maximum Productivity and overall ROI to the organization. - Operate as POC and generate sales among client accounts, through leveraging upselling and cross-selling. - Developing and implementing a hiring strategy, determining the audience, method, and reach of the hiring process, Designing eye-catching recruitment advertisements. -Heads-on Staff Augmentation, Coordinating for interviews, Panel Arrangement, Profile Formatting for client, Vendor Management. -Managed full cycle recruiting process by meeting diverse staffing needs of diverse clients with Applicant Tracking Systems (ATS)