



**MD JAWED ALI**

**LinkedIn: Jawed ali**

**Contacts: +91-9199992586,7992456127**

**Email Id: [Jawedali2586@gmail.com](mailto:Jawedali2586@gmail.com)**

### Skill Set Summary

- **Leadership:** The ability to communicate appropriately is an essential component for effective leadership. Involved in team and project management in various extra-curricular activities.
- **Analytical:** Have undertaken market research, Strategies and career aspirations of different personality types which has been well received.
- **Quantitative:** Well versed in using Microsoft Project and project planning and management.
- **Communication:** Superior report writing skills, presentation skills.
- **Computer proficiency:** certificate in DCA +TALLY Epxpertise in MS Office, MS Project.

### Professional Experience

#### **Kotak Mahindra bank : Assistant manager (Credit card department) 6 months Experience**

- Lead generate by self premium customer like prima, optima, maxima, insignia, Accounts.
- Sourcing HNI customer via major corporates (CAT A,B,C Companies)
- Revenue generation through paid cards & other VAS.
- Maintain sourcing mix to enable better approval rate.
- Take care of activation rates for cards.

### Projects Undertaken

#### **INTERNSHIPS:**

##### **HUPLUS MARKET INNOVATIONS PVT LTD.**

- Franchise Sales Executive.

##### **LEKSI HEALTH CARE LLP.**

- Project on internal auditing.

#### **ACHIEVEMENTS:**

- **Personality Enhancement & Personal Enrichment Workshop**
- **Certificate of Appreciation Blood donation at doon business school**

### Certificate achievement by Coursera

- **Successful negotiation: Essential strategies and skills**
- **Essentials of entrepreneurship: Thinking & action**
- **Marketing analytics: Know your customers**

### Education:

- MBA (**MARKETING, HR**) DOON BUSINESS SCHOOL, DEHRADUN (2019-21)
- BBA (**FINANCE**) L.N. MISHRA COLLEGE OF BUSINESS MANAGEMENT, MUZAFARPUR (2016-19)
- 12<sup>TH</sup>, R.L.S.Y. COLLEGE MUZAFFARPUR (BSEB PATNA) (2014-16)
- 10<sup>TH</sup>, R.K. HIGH SCHOOL KARJA MUZAFFARPUR (BSEB PATNA) (2014)

### Others:

- Languages Known : English, Hindi
- Hobbies : Listening to music ,Traveling

