

NAUSHAD G. M.

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Seeking professional growth through a challenging role in an esteemed corporation, fully leveraging my talents and skills for the organization's benefit while being resourceful, innovative and flexible

SUMMARY OF QUALIFICATIONS

- Detail-oriented MBA graduate with exceptional organizational skills & extensive leadership experience
- Team player but able to excel with minimal supervision
- Proficient in Microsoft Office suite especially Word & PowerPoint
- Excellent written & oral communication skills
- Problem solver, team facilitator & a patient listener

EXPERIENCE

BHARAT SANCHAR NIGAM LIMITED

Bangalore

MBA Intern – BSNL Mobile

2014

- Performed root cause analysis on the drastic drop in BSNL Mobile's nationwide market share which slid from the top spot in 2007 to currently fifth with 97M subscriptions
- Conducted extensive market research, segmentation & competitive position through customer focus groups
- Identified business practices & overhead costs contributing to overall annual loss of >70B for the company in financial year 2012- 2013
- Presented & submitted a strategic action plan identifying growth opportunities & cost efficiencies for the business unit

ST. PHILOMENA COLLEGE

Puttur

President – Students Council

2011-2012

- Elected as President of the 1500 member student council with sweeping majority in the final year of program
- Envisioned & organized a one of a kind inter-collegiate **Management Fest** with 29 participating institutes. Crafted fundraising programs raising >100k through various channels resulting in a marquee event that dramatically enhanced our college's reputation among its peers
- Conducted one of the largest **Annual Day** celebrations in college history with >3000 attendees. Additional complexity of holding the event at night was managed through effective delegation & resource planning
- Simplified & optimized processes in the Students Council office increasing efficiency by >10%. Inculcated discipline & accountability among my student officers through regular interactions & progress checks
- Tenure lauded as one of the best in college history based on feedback from fellow students & senior faculty

REFERENCES

Mr. A. Shivarama Setty – Deputy General Manager (NWO-NE) – BSNL, Bangalore

Prof. Leo Noronha – Principal – St. Philomena College, Puttur

EDUCATION

MASTER OF BUSINESS ADMINISTRATION – 63.2%

Acharya Institute of Technology (Visvesvaraya Technological University)

Bangalore

2012 - 2014

BACHELOR OF BUSINESS MANAGEMENT – 55.32%

St. Philomena College (Mangalore University)

Puttur

2009 – 2012

PRE-UNIVERSITY CERTIFICATE – 64.33%

St. Philomena Pre-University College (Karnataka Pre-University Board)

Puttur

2009

SECONDARY SCHOOL LEAVING CERTIFICATE – 65.12%

St. Philomena High School (Karnataka Secondary Education Board)

Puttur

2006

ADDITIONAL INFORMATION

- Selected for an on-campus personal grooming training conducted by The Peepal Tree
- Consistently commended by supervisors for public speaking skills & go-getter attitude
- Team leader & volunteer for numerous humanitarian initiatives in South Canara district
- Avid traveler; fluent in English, Kannada, Malayalam, and Tulu; Beginner in Hindi but capable in understanding, reading and writing

DECLARATION

I declare that the above facts given by me are true to the best of my knowledge and belief

Naushad G. M.