

# Curriculum Vitae



**MOHD TANVEER ANSARI**

**ADDRESS** (Permanent)

Sector n-1 house no 166  
Aashiana Kanpur road Lucknow  
Uttar Pradesh 226012

**Birth date** : 15/08/1993

**Hobbies:** Traveling Reading,  
Playing cricket

**Language Known:** Hindi, Gujarati, English

**E-MAIL** : [tanveerl4ukm@gmail.com](mailto:tanveerl4ukm@gmail.com)

**Mobile No:** +91 8009880590

## CAREER CONTOUR

Worked with **Fincare Small Finance Bank LTD** as Relationship manager (Deputy Unit Manager)  
NADIAD 2017-2018

### KRA

- Responsible for developing new and expand existing customer relationships for liabilities by sourcing categories of priority customers
- Source new Bank accounts and provide with best products to potential customer
- Monitor sales team along with their targets v/s achievements

Worked at **Hinduja Leyland Finance LTD- AHMEDABAD** 2018-2019

### Location Manger

### KRA

- Responsible for sales, portfolio management and customer relation
- Maintained healthy relation with Ashok Leyland's Dealers
- Interacted with targeted customers on daily basis for business sourcing
- Coordinated with DSA and collection executive

Worked at **DABUR INDIA LTD- VADODARA** 2019-2020

### DISTRIBUTION AND SALES EXECUTIVE

### KRA

- Responsible for primary and secondary sales
- Business development plans and execution in six assigned towns
- Planning of marketing activity and sales strategies
- Sales data analysis
- Day wise & SKU wise tracking

## CAREER OBJECTIVE :

Seeking a challenging position with a progressive organization that will effectively utilize my knowledge and expertise, where I can grow with the organization and prove to be an asset for its effective functioning, be a team player for the achievement of organizational goals and its success

## INDUSTRY INTERFACE

### SUMMER INTERNSHIP

- **Pantaloons Fashion and retail Limited, Indore Jan '16**

#### KRA

- (Namaste Audit, Competitor Analysis, Loyalty programme)
- Evaluating the FA's on the basis of their Namaste greetings to customers
- To understand the strategies of competitor
- Scope of gift vouchers in **Corporate**

### ADDITIONAL PROJECTS

- **Jaivik setu project**-Organic farming
  - Project undertaken: Strategizing and learning the knowledge of organic market under DR Harshvardhan Halve and Prof. Jaisimha (IIM Indore)
- **IMRB INTERNATIONAL**
  - A project on retailer response for Godrej Appliances
  - Designed marketing plan to increase market share of reliance in MP

## SOFT SKILLS

I Analytical skills I Communication skills I Problem solving abilities I Decision making capabilities I Managerial interpersonal skills I Success oriented organizational skills I presentation skills I Presentation in meetings in regards business initiatives and end to end profit & loss of organization I MIS

## EXPERTISE OFFERED

I Marketing & sales I Channel development I Distributor Management I Resource management I Brand Building I Team Management I Business strategy I New Market development

## PERSONAL DETAILS :

- **GENDER** : Male
- **RELIGION** : ISLAM
- **LANGUAGE** : Hindi, English, Gujarati .
- **STATUS** : Married

- **HOBBIES** : Listening Music, Playing cricket , Travelling

## **EDUCATION :**

- Passed PGDM from Jaipuria Institute of Management, Indore 7.8CGPA **2017**
- **B.com**, Lucknow Christian degree college,Lucknow,49% **2015**
- **Secondary Schooling**, Central Academy,2010, 65% **2012**
- **Higher Secondary Schooling** Central Academy, 2012, 7.2 CGPA **2010**

## **ACHIVEMENTS :**

- Certificate for Demistifying Union Budget 2016-2017
- Participated in IIM Sports event in various events and got certificate

## **COMPUTER SKILLS :**

- MS OFFICE : ( WORD , EXCEL , POWER POINT ).
- VISUAL BASIC ,
- C PROGRAM ,
- DATA BASE MANAGEMENT SYSTEM
- INTERNET SURFING.

## **PERSONAL TRAITS :**

- Ability to Grasp and learn new technology and management functions.
- Excellent in communication in writing and Verbal both
- Ability to persuade the consumer and clients.
- Trustworthy, hardworking, efficient and highly organized individual with excellent interpersonal and communication skills.

## **DECLARATION :**

I hereby declare the information and details given above are true to best of my Knowledge