



MD TAUSEEF ALAM ANSARI

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CERTIFICATES

- Lean Six Sigma Green Belt Certification - Grant Thornton
- Google Project Management Professional Certification – Coursera
- Microsoft Power BI Data Analyst – Coursera
- SQL for Data Science – Coursera

TOOLS AND SOFTWARE

- MS Office (Word, Excel, PowerPoint, Outlook, Teams)
- Power BI
- MySQL
- SAP ERP
- Tableau

SKILLS

- Communication Skills
- Problem-solving Skills
- Analytical Skills
- Negotiation Skills
- Time management

LANGUAGES

- English
- Hindi
- Bengali
- Urdu

POSITIONS OF RESPONSIBILITY

- Joint Member Secretary – Entrepreneurship Cell – Organized entrepreneurship events and activities for students at IMI Bhubaneswar and other institutes
- Senior Member – Vishleshan the Analytics club - Planned, organized, and managed event logistics and participant coordination to ensure successful execution of club activities.

EXTRA-CURRICULAR ACTIVITIES

- School football team captain 2014-15 and 2015-16 session.
- Hobbies include playing football and video editing.

PROFESSIONAL SUMMARY

MBA candidate specializing in **Marketing** and **Analytics** with hands-on experience in **sales strategy**, **stakeholder communication**, **market research**, and **business intelligence**. Proficient in **Power BI**, **SQL**, and **data visualization**, and **competitive strategy analysis**. Strong leadership and communication skills, with experience leading **E-Cell** and **analytics club** events. Actively seeking an **entry-level** role to contribute to **business growth** and enhance **professional expertise**.

ACADEMIC PROFILE

Year	Degree	Institute Name	Percentage
2025	PGDM	IMI Bhubaneswar	74.68
2022	B. Tech	Maulana Abul Kalam Azad University of Technology, West Bengal	83.60
2018	12 th	Burnpur Riverside School (CBSE)	68.30
2016	10 th	Burnpur Riverside School (CBSE)	83.60

INTERNSHIP EXPERIENCE

Communication Intern, SRF Foundation	April 2024- June 2024
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- Collaborated with Capgemini team members to facilitate the **Capgemini Digital literacy Program**, ensuring seamless communication and effective coordination across various stakeholders.
- Led **stakeholder communication** efforts to streamline workflow, meeting project timelines and ensuring successful program delivery.
- Conducted detailed analysis** to assess the correlation between digital skills acquired through training and participants salary changes post-training.
- Shared key findings that influenced program improvements, leading to **enhanced strategies** and better economic outcomes for participants.

Sales and Marketing Intern My Equation	June 2023- Sept 2023
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- Lead Generation: Generated **over 6-7 qualified leads per month** achieving Team target – Consistently exceeded team targets.
- Deal Closure: **Closed deals** with an average ticket price of **₹10,000**, resulting in significant revenue growth
- Revenue Growth: **Generated ₹70,000** in revenue through strategic sales initiatives, driving business growth and profitability.

POWER BI Intern, Cognifyz Technologies	Aug 2024 – Sept 2024
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- Designed interactive Power BI dashboards for investment trend analysis, enhancing business decision-making
- Developed gender-based comparisons and trend analysis in investments
- Analyzed investment data and created visual insights using Power BI showcasing key financial insights

LIVE PROJECT

Community Building Intern, Gloverse Labs	Feb 2024 – Apr 2024
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- Led a team of 22 in generating leads for Gloverse lab’s marketing intern.
- Performed data mining to extract contact information of individual from various websites
- Developed a comprehensive database of contact information for future marketing use.

ACADEMIC PROJECT

Implementation of Smart Traffic Management System

- Developed a project proposal for a Smart Traffic Management System, including phased implementation with IoT sensors, adaptive signals, and a feasibility study to reduce congestion and improve road safety

Competitive Strategy Analysis (Market leader vs Market challenger)
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- Analysed TATA Motors' EV strategies against market challengers. Evaluated competitive advantages and strategic initiatives to understand how TATA Motors maintains its market leadership in India’s EV segment