

IRFAN ISHAK KAZI

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Address: Ganesh Colony, Vijay Nagar, Kalewadi Pimpri Pune-17.



OBJECTIVE

Excellent Academic Profile with relevant Experience of 4+ years in the IT Industry. Creative and resourceful in generating ideas. Solving problems and contributing to the growth of the company. To work in a challenging atmosphere where I can exploit my knowledge and skills.

EXPERIENCE

1. ROKO B.D.S.

I was working at **ROKO B.D.S** as a Business Development Manager since from 27th of March 2020 to 10th July 2023.

Role & Responsibility

- Increase revenue through analysis of data surrounding customer behavior, vendor relationships stakeholder goals, and workflow.
- Discover additional savings after compiling data and identifying dead industry trends.
- Researched and prepared presentations for the c-level suite regarding profitability reports, policies, internal operating inefficiencies, and industry trends.
- Traveled 3 to 5 to work with clients observing business processes, interviewing staff, and documentation practices.
- Conducted research, analyzed operations and problem-solved operating inefficiencies, saving companies a combined 300-man hours a month.
- Process Mapping.
- Product innovation & improvement.
- Business Transformation.
- Business Process improvement.
- Collaborated with cross-functional teams to gather and analyze user requirements.
- Created wireframes, prototypes, and mockups to visualize design concepts.
- Designed and implemented responsive user interfaces, ensuring optimal user experiences across devices.
- Conducted usability testing and gathered user feedback to iterate on designs.
- Collaborated with developers to ensure the seamless integration of designs into web applications.
- Led design presentations and workshops to align stakeholders on design decisions.
- Contributed to a 20% increase in user engagement and a 15% reduction in bounce rate.

2. ORPHOSISZ MANAGEMENT AND IT SOLUTION.

I was working at **Orphosisz** as a Business Development Manager From 6th January 2017 to 23rd February 2020.

Role & Responsibility

- Worked closely with product managers to define product goals and objectives.
- Successfully managed million budget projects and successfully achieved the project scheduled Goals.
- Developed and implemented new marketing and sales plans and defined the strategy for the next 5 year.
- Reviewed constantly the customer feedback and then suggested ways to improve the processes and customer service levels which increased the satisfaction rate from 81% to 95%.
- Ensured that new clients will grow into a loyal customer base in a specialist niche market by implementing a new loyalty program.
- Improved the communication with the marketing department to better understand the competitive position.
- Conducted user research, including user interviews and surveys, to inform design decisions.
- Designed and maintained a design system to ensure consistency across multiple projects.
- Improved user retention by 25% through the redesign of the company's mobile app.
- Implemented accessibility standards to ensure inclusive design practices.
- Managed and maintained development of PHP backend for dynamic database driven application. A clear understanding of the entire project life cycle including analysis, design, and development.
- Responsible for creating the navigation menu and sub menu in the site using CSS, HTML and PHP.
- Work with database schema design and normalization for database accessed by the procedural PHP pages.
- Designing in HTML5, CSS3, JavaScript, and jQuery for making the website more attractive.
- Created web backend user interfaces to new and existing databases utilizing PHP and MYSQL.

TECHNOLOGY SKILLS

- **Webpage Technology:** Angular2.0, PHP, HTML5, CSS3, Ajax, jQuery, Bootstrap, JavaScript.
- **Framework:** Laravel, CodeIgniter.
- **Backend:** MySQL Database.
- **Windows:** Windows XP, 7, 8, 10.
- **Software And Tools:** Adobe Photoshop, Adobe InDesign, Adobe Illustrator, Figma, Sketch, Adobe XD, Corel Draw.
- **Social Skills:** Social Media Marketing (Facebook, Instagram, LinkedIn)
- **Version Control (Git)**

ACADAMIC CREDENTIALI

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| ▪ MCA (2021) From Pune University | Percentage: 65.75% |
| ▪ BCA (2014) From Pune University | Percentage: 68.00% |
| ▪ HSC (2012) From Maharashtra State Board | Percentage: 59.00% |
| ▪ SSC (2009) From Maharashtra State Board | Percentage: 47.23% |

PERSONEL DOSSIER

- Name: IRRFAN ISHAK KAZI
- Date of Birth: 11th March 1993.
- Marital status: Single.
- Languages Known: English, Hindi, Marathi.
- Permanent Address: Ganesh Colony, Vijay Nagar, Kalewadi, Pimpri Pune-17.