

RESUME



NAME- MD ALE MUSTA ANSARI

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Overall 7 year's Experience in the field of bitumen emulsion, Modified bitumen, Waterproofing membrane & Construction chemicals. Manage the performance of the sales team to meet individual, function and company sales goals and objectives including feedback on performance appraisals, recommendations for merit increases, Formulation of strategic sales plan. looking for an exciting and challenging career in the field of Sales & Marketing to further enhance my skills. Where in credentials and experienced can make significant contribution towards professional growth and development. Good leadership is influencing people and guiding them in achieving a common goal.

DATE OF BIRTH		CATEGORY : OBC
DD/MM/YYYY: 25/02/1996		Age in Years: 31

EDUCATIONAL QUALIFICATION:

S. No.	Degree	Specialization	Board /University	Percentage (%)	Duration (in years)	From (DD/MM/YYYY)	To (DD/MM/YYYY)
1.	B.TECH	Civil Engineering	SVIET Chandigarh	73.8	3	01/05/2019	11/05/2022
2.	DIPLOMA	Civil Engineering	SPVC, Chandigarh	67.6	3	15/07/2015	18/06/2018
3.	10 th	All	BMSEB	60	1	01/06/2009	01/09/2010

PROFESSIONAL EXPERIENCE SUMMARY

S. No.	Organization	Designation	From (DD/MM/YYYY)	TO (DD/MM/YYYY)
01	IWL India Limited	Assistant Manager- Sales	01/12/2024	Present
02	Hindustan Colas Pvt Ltd.	Sr. Engineer-Sales	20/10/2022	30/11/2024
02	Lomash Slurrytech Pvt Ltd	Highway Engineer	01/08/2018	30/09/2022

PROFESSIONAL EXPERIENCE SUMMARY (ROLES & RESPONSIBILITY)

Organization Name 1 :IWL India Limited - Chennai. Duration: 1st December- 2024 - Present

Sector: Ltd.

Role/Position: Assistant Manager-Sales (**Bihar**)

Responsibilities:

- Looking here at sales of Bitumen emulsion, Modified bitumen, waterproofing membranes & Construction chemicals.
- Interact with Government authorities, NHAI & Local contractors, Give technical Presentations.
- Having great connections with Government authorities, local contractors and public sectors companies.
- Planing the Sales Strategy
- Optimization Of Sales
- Negotiation Of Terms And Contracts With Clients
- Tracking Sales Team Metrics
- Attend Marketing Seminar And Events
- Pre- Sales And Post Sales Assistance
- Analyze Sales Data
- Prepare Team Budgets
- Create Team Sales Projections
- Plan Staff Trainings

Organization Name 2 : Hindustan Colas Pvt Ltd- Mumbai. Duration: 20th Oct- 2022 to 30th Nov-2024

Sector: Private Ltd.

Role/Position: Sr.Engineer-Sales

Responsibilities:

- I was looking there sales of Bitumen emulsion, Modified bitumen like- PMB & CRMB
- Interact with Government authorities, NHAI & Local contractors, Give technical Presentations.
- Having sales and account management experience.
- Experience using sales tracking or customer relationship management (CRM) Software.
- Prospecting and lead generation and nurturing experience.
- Sales Planing and organisational skills.
- Closing skills
- Client relationship
- Customer - focus
- Presentation skills
- Communication skills
- Negotiation and collaborations.
- Product knowledge
- Problems solving
- Mentoring and coaching
- Leadership skill
- Business Computing skills

Organization Name 3 : Lomash Slurrytech Pvt Ltd- Noida (U.P) Duration: 01st Aug 2018 to 30th Sep-2022

Sector: Private Ltd.

Role/Position: Highway Engineer

Responsibilities:

- I was looking there at microsurfacing work
- I'm having good knowledge of Microsurfacing & Hot mix, rutts filling, pot holes treatment, Milling, jointsealing, all types of cracking treatment.
- Working in SUBGRADE, GSB, WMM, WBM, OGL, EMBANKMENT, DBM, BC, Rigid Pavement.

- All billing and documentation, tax invoice work of Client, vendors, and contractors.
- Organizing materials and ensuring sites are safe and clean.
- Preparing cost estimates and ensuring appropriate materials and tools are available. • Providing technical advice and suggestions for improvement on particular project
- Diagnosing and troubleshooting equipment as required.
- Negotiating with suppliers and vendors to ensure the best contracts.
- Authorizing technical drawings and engineering plans.
- Drawing up work schedules and communicating any adjustments to crew members and clients.
- Gathering data, compiling reports and delivering presentations to relevant stakeholders.
- Delegating tasks and scheduling meetings and training sessions where required.
- Completing quality assurance and providing feedback to the team.

Extracurricular Activities/ Hobbies etc.

1. News reading, playing basketball & football.
2. Playing Cricket.

Key Skill's

Sales
 Direct Sales
 Review
 Marketing
 New Business Sales Support
 Marketing Management
 Sales Budgeting
 Promotion / Campaign
 Execution Excellence
 Process orientation
 Problem solving
 Stakeholder management
 Exploratory discussion
 Prepare to discuss relevant metrics and KPIs
 Be ready to answer technical question
 Ask thoughtful question
 Customer & problem-solving focused

TECHNICAL DETAILS:

1. MS Word
2. Microsoft Excel
3. PPT
4. Word Pad
5. Advanced Excel

LANGUAGES:

1. English
2. Hindi
3. Urdu
4. Bengali

PERSONAL AND OTHER DETAILS:

Permanent Address:	Correspondence Address:	Personal Details
Vill- Baghoura, Post-Baltar, Via-Salmari, P.S- Azamnagar, Distt-Katihar- Bihar Pin-855113	Correspondence Address: R.K Puram, Danapur khagaul Road- Patna- 801503	Name- MD ALE MUSTAFA ANSARI Father's Name- GHOLAM MOHIUDDIN ANSARI Mothers Name- REHANA SHABNAM Marital Status- MARRIED

Declaration: I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Date: 01/05/2025

Signature:

Md. Ale Mustafa Ansari