

Mohd Faizan Ansari

Khurja (203131), Bulandshahar, U.P

+91-8650528787 | faiz199223faiz@gmail.com

in <https://www.linkedin.com/in/mohd-faizan-ansari-326572226>

Objective

Dynamic and motivated professional currently working as a Business Development Executive with hands-on experience in sales, customer acquisition, and logistics. Passionate about leveraging my skills in operations and process optimization to contribute to innovative, growth-driven teams. Quick learner with a strong adaptability to new challenges, a commitment to continuous improvement, and a desire to take on greater responsibilities. Actively seeking better opportunities to advance my career in operations and supply chain management, bringing creativity, analytical thinking, and enthusiasm to the table.

Experience

- Arrow 3PL** 09/15/2024 -
Business Development Executive (Freight Broker/Advisor)
Proven experience in sales, customer acquisition, and logistics operations, with expertise in building client relationships, rate negotiation, market analysis, and resolving operational issues. Skilled in communication, adaptability, and documentation management, with practical knowledge of the U.S. logistics market. Dedicated to achieving results in fast-paced, competitive environments.
- Minhas Pottery**
Intern in Export and Import Documentation and Supply Chain
During my two-month internship at Minhas Pottery, I worked on export and import documentation and supply chain management. I handled international shipping documents, ensuring compliance with trade regulations, and enhanced my knowledge of efficient and accurate supply chain processes. This experience provided me with a solid understanding of global trade, logistics, and supply chain operations.

Education

- Loyal Public School (CBSE)** 2015
High school
- Loyal Public School (CBSE)** 2017
Intermediate
- Aligarh Muslim University** 2022
B.Sc (hons) Geology
- Aligarh Muslim University** 2024
Master of Business Administration (general) Major - Operations, Minor - Marketing

Skills

- Relationship-building
- Supply Chain Management
- Market Analysis
- Rate Negotiation
- Documentation Management
- Communication
- Problem-solving

Projects

- Empowering Communities: Harnessing Organic Waste for Sustainable Electricity**

I led a project with four classmates to generate electricity from cow dung and organic waste. Our goal was to create an eco-friendly solution and provide affordable electricity to those in need in year 2016.

- Adnan ceramics**

Assisted in optimizing supply chain, order management, and logistics to enhance operational efficiency and reduce fulfillment time. Improved order management systems and inventory processes, contributing to sales growth. Streamlined production processes, increasing order accuracy and delivery reliability, ultimately boosting customer satisfaction.

Achievements & Awards

- State Child scientist (2016), Organised by Natural Children Science Congress.