



mohdafzal9414@gmail.com



+965 6993 5240



Hawally, Kuwait



linkedin.com/in/mohammed-afzal-53114a143

## SKILLS

Fast Learner

• Logistics Management

• Data-driven Decision Making

• Reporting and Presentation.

• Problem-Solving

• Cross-Functional Collaboration

• Time Management

• Communication

• Process Optimization

## LANGUAGES

English

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

AI Expert

Full Professional Proficiency

# Mohammed Afzal

Navigating a dynamic career path, I've excelled as a Logistics-focused Subject Matter Expert at Qdegrees, ensuring the seamless flow of operations for Hindustan Zinc. At I.EVO, a trailblazing furniture manufacturer, my role as Administrative Coordinator involved spearheading day-to-day operations and contributing to the creation of high-quality, bespoke furniture with an innovative multidisciplinary approach. As a Research Analyst at DataBees, I played a pivotal role in Salesforce operations and global lead generation, blending meticulous precision with efficiency. Additionally, my tenure as a Sales Executive at Mahindra Holidays & Resorts India Ltd. allowed me to master the art of client engagement, refining my sales acumen in the vibrant travel and leisure sector. These experiences collectively highlight my adaptability, collaborative prowess, and commitment to delivering exceptional results in diverse professional landscapes.

## EDUCATION

### Master of Business Administration

Geetanjli Institute of Technical and Management Studies

07/2018 - 07/2020

68%

Specialization

▪ Marketing and Operations

### Bachelor of Commerce

Mohanlal Sukhadia University

05/2015 - 05/2018

60%

## WORK EXPERIENCE

### Subject Matter Expert

Qdegrees contracted to "Hindustan Zinc"

10/2022 - 09/2023

Udaipur, Rajasthan, India

• I worked as a Subject Matter Expert at Qdegrees, contracted to Hindustan Zinc, with a primary focus on logistics. My role involved monitoring shipment activity and identifying any suspicious activity. I collaborated with cross-functional teams, including logistics, operations, and security, to resolve shipment-related issues. Utilizing data analysis and reporting tools, I provided insights and recommendations for improvement in logistics operations.

### Administrative Coordinator

I.EVO - Contractual & Bespoke Furniture Manufacturer

09/2021 - 09/2022

Udaipur, Rajasthan, India

Dedicated Administrative Coordinator at I.EVO, a trailblazing furniture manufacturing company.. Played a pivotal role in supporting the Deputy General Manager in day-to-day operations, ensuring seamless coordination. Contributed to the company's commitment to high-quality, bespoke furniture solutions, showcasing a multidisciplinary approach with exclusive mechanical setups. Embraced a culture that values each team member as a vital asset, promoting collaboration and skilled workmanship. Thrived in an environment that adheres to a system designed for timely, quality results.

### Research Specialist

Databees

07/2020 - 08/2021

Udaipur, Rajasthan, India

Diligent Research Analyst at DataBees, a San Francisco-based powerhouse in sales pipeline services, connecting businesses worldwide with high-quality, verified lead data. As a key contributor, I operated within Salesforce, managing accounts for notable clients like Aspire. My role involved meticulous data entry, ensuring accurate and updated information for clients' leads. DataBees' commitment to precision and efficiency, with a dedicated research team for each client, resonated with my dedication to providing top-notch service. Proud to have played a role in revolutionizing lead generation, reducing costs, and enhancing the client experience at the forefront of the global sales and marketing landscape.

### Sales Executive

Club Mahindra

01/2018 - 12/2018

Udaipur, Rajasthan, India

Experienced Sales Executive at Mahindra Holidays & Resorts India Ltd. (MHRIL). Over the course of a dedicated year, I played a pivotal role in the dynamic realm of hospitality and sales. Engaging with clients who frequented our 100+ resorts across India and international destinations, my responsibilities extended to effectively pitching and closing membership deals for our flagship brand, Club Mahindra. This hands-on experience not only refined my sales acumen but also deepened my understanding of the intricacies involved in cultivating lasting client relationships within the vibrant travel and leisure sector.