

Mohammad Hasan Zaidi



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OBJECTIVE

The career objective is to grow both industrial knowledge and value as a team member. In all humility a dignified remuneration is also a necessity. I believe in finding ways to simplify and effectively achieve the required deliverables to ensure a justified growth and learning curve throughout my career.

WORK EXPERIENCE

Manager Strategic Initiatives and Growth at ITG Telematics Pvt Ltd – July 5th, 2018 Onwards.

- Product Conceptualization
- Product Bundling
- Operations and Process Planning
- Alliances (DSA and Vendor Empanelment)
- Industrial Intelligence
- Negotiations
- SLA/MOU/DSA Evaluation
- IoT Solutions

Business Analyst at ITG Telematics Pvt Ltd – August 1st, 2017 to July 3rd, 2018.

- UI/UX Planning
- Wireframing (Balsamiq)
- Product Backend Planning
- Data Modeling (Regression Models and Forecasting)
- Scope of Work Development (PDR)
- Client Escalations and Retention
- UAT Testing

Strategy Analyst ITG at Telematics Pvt Ltd – August 5th, 2016 to July 31st, 2017.

- Market Research
- Scope of work Documents
- Client Relationship Management
- After Sales Support
- Product Features
- Report Making
- Data Analysis

Distinguished Achievements:

- Planning and Conceptualization of Centralized Control Room for Election Commission of India for the New Delhi General Elections 2019
- DSA With ICICI for Fastags, Commercial Vehicle Financing and Commercial Vehicle Insurances.
- Vendor Empanelment with Bharti Airtel, Sonalika Tractors and SAS Motors.
- Conceptualization of SAAS product Control Room for Fleet management in Logistics Sector
- Conceptualization of SAAS product (Mobile App and Management Portal) for Sales and Order management in pharma sector.
- Conceptualization of SAAS product (Mobile App and Management Portal) for Field Force management for multiple Industries.

Marketing Research Analyst Vertical Circle Pvt. Ltd. New Delhi - September 2012 to June 2014

- Secondary Research
- Data Interpretation
- Report and Presentation Making
- Data Archiving
- Primary Research (Google Forms, Questionnaires)

EDUCATION

MBA in Finance and International Business Jamia Millia Islamia - New Delhi July 2014 to June 2016 (Distinction)

Diploma Engg. in Mechanical stream Jamia Millia Islamia - Delhi July 2008 to June 2013 (First Class)

Bachelor of Arts in English CMJ University - Delhi July 2009 to September 2012 (Distinction)

SKILLS & KNOWLEDGE AREAS

- Strategic Alliances (3 Years)
- Product Development (3 Years)
- Logistics and Supply Chain. (3 Years)
- Research Analytics (2 Years)
- E-views Analytic Modeling (2 Years)
- Project Planning (2 Years)
- UI/UX (2 Years)
- Wireframing (2 Years)
- MS Visio, Lucid Charts (2 Years)
- Google Analytics (2 Years)
- JIRA

AWARDS

Business Model Competition Second Prize at **Delhi Technological University** January 2016. The competition required to develop a business model that was non-profitable and could be implemented to target socio-economic improvement for any occupational group of choice in the society.

Basketball Tournament October 2010 Second Prize in IILM state level basketball tournament Qualifiers in all India University Zonal tournament.

Debates January 2003-2007 Multiple prizes for debates at school competitions in English, Hindi and Urdu

Name: Mohammad Hasan Zaidi

Date: