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Md Mustafa

EDUCATIONAL QUALIFICATION

Name of University/Board	Year of Passing	Stream/Subject	% of Marks/CGPA
Certificate course on CEO's guide to Exporting Successfully	2023	Export/Import	70
Jamia Millia Islamia	2018	MBA (International Business)	7.57 CGPA
Aligarh Muslim University	2015	Bachelor of Commerce	60
Aligarh Muslim University	2012	Senior Secondary (Commerce)	69.5
Bihar Secondary Education Board	2010	Higher Secondary	51

WORK EXPERIENCE: 2 YEARS 4 MONTHS

GOALWIT TECHNOLOGIES	Senior Business Development Executive	10 th August 2020 – PRESENT
<i>Roles and Responsibilities</i>	<ul style="list-style-type: none"> Led a team of 3 Colleagues in order to expand the footprint of Goalwit Technologies Onboarded 10 Clients for their website development which generated a revenue of ~23 Lakhs. Managed a portfolio of 35 Clients, to provide service to the clients based on their needs Collaborated with the Product and Tech team to convey the requirements of the client for their website Negotiated with Clients on the pricing of the products in order to give them the best value Mentored two interns who joined my organization in order to teach them the nitty gritty of sales Awarded as the best performer of the Quarter twice in the organization 	

INTERNSHIP

DIRECTORATE GENERAL OF FOREIGN TRADE	INTERN	1 st JUNE 2017 – 31 st JULY 2017
Summer Internship	<ul style="list-style-type: none"> Completed the project titled “Implications of GST on Deemed Exports” Identification of issue of Categorization of Deemed Export which was not done post GST Suggested ways to resolve this by suspending the notification from MoF to ensure level playing field. Assisted in various Cases for Government of India by analyzing the required data and drawing insights 	

PROJECTS

To analyze behavior of Indian Investors in Mutual Fund	<ul style="list-style-type: none"> Analyzed drivers for people investing in Mutual Funds by doing a primary analysis Researched on the mode of Investments in Mutual Funds, preferred sectors and the risks associated Concluded that investors will be more inclined to invest if the subject matter document is simple Regular updates to investors from the Fund Managers can prompt them to have more trust in investing
Understanding Export at Dadri Dry Port	<ul style="list-style-type: none"> Analysis of Apparel Export at Dadri Dry Port and its significance in International Trade Learnt the processes involved in exporting at a Dry Port and its benefits for the exporters

ACHIEVEMENTS

Sub Editor, Hostel Magazine	<ul style="list-style-type: none"> Sub-edited the hostel magazine in 2017 for Jamia Millia Islamia Hostel Was a part of the team responsible for content to be added in the magazine and how to enhance it
Scholarship test	<ul style="list-style-type: none"> Secured 21st All India Rank in scholarship test in Aligarh (under free coaching& allied scheme, ministry of minority affairs, govt. of India 2014)

SKILLS

MS Office	<ul style="list-style-type: none"> Proficient in Application Like MS-Word, MS-Excel and MS-Powerpoint
SPSS	<ul style="list-style-type: none"> Proficient in SPSS Statistics

COLLABORATIVE SKILLS

Collaborative Skills	<ul style="list-style-type: none"> Have been appreciated for collaborating with partners and clients
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EXTRA-CURRICULAR ACTIVITIES

Member, Cultural Committee of JMI	<ul style="list-style-type: none"> Was instrumental in organizing the Annual Cultural Fest of Jamia with a footfall of 10000 Students Secured Sponsorship for the fest by collaborating with different companies near Jamia
National Business Quiz	<ul style="list-style-type: none"> Secured 2nd position in the National Business quiz by the Centre of Management Studies, JMI
Assistant Quiz Master	<ul style="list-style-type: none"> Have worked as an assistant Quiz Master for Zee5 Mindwars to promote their Ed tech portal Have been conducting Quizzes in Schools of Delhi and Noida as my role as a Quizmaster.