MOHAMMAD AZIZ

TEAM LEAD - BUSINESS DEVELOPMENT

CONTACT

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📍 Bangalore

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SUMMARY

I have a proactive attitude and a strong work ethic, possess many transferrable skills that can be used in a wide section of industries. I am now looking for a suitable position related to data analytics,business analyst,category marketing,merchandising,management consultant or business intelligence that can offer me a uniquely varied and fascinating working environment.

EDUCATION

MS in Computer Science
Woolf University,USA *2024 - 2025*

It is an Online distance learning course.

MBA - International Business
Aligarh Muslim University, Aligarh *2018 - 2020*

Post Graduate Diploma in Islamic Banking and Finance
Aligarh Muslim University, Aligarh *2017 - 2018*

Bachelor of Science - (Physics & Maths)
Awadhesh Pratap Singh University, Rewa *2013 - 2016*

COURSES

Managing Logistics
Linkedin *2020*

Six Sigma Foundations
Linkedin *2020*

International B2B Marketing
Yonsei University *2020*

Project Management
University of California, Irvine *2020*

Basics of Dashboard Design
Teri School of Advanced Studies *2021*

WORK EXPERIENCE

Team Lead - Business Development
Flipkart,Bangalore *Sep 2024 - Present*

- Creating NPI and NCS dashboard weekly for making pricing strategy.
- Have to derive costlier products zone wise and suggest pricing strategy.
- Have to make day wise NPI based on different cuts and publish the summary with the stakeholders and VP of flipkart grocery.
- Analysis of various cuts with the competitors of flipkart grocery.
- Working on increasing the coverage of flipkart with its competitors.
- Lead various projects that helps flipkart grocery to be more customer centric by giving competitive prices.

Senior Executive
Flipkart, Bangalore *Jan 2023 - Aug 2024*

- Using different metrics and analytics for making competition benchmarking reports.
- Creating Nielsen Unit and GMV shares across all cities where flipkart is present.
- Contribution in increasing gmv and number of units sold by pricing execution.
- Working on various sets of data to derive the business insights and present to the leaders.

Operations Executive
Flipkart, Bangalore *Jun 2021 - Dec 2022*

- Maintaining various dashboards for the leaders as MOP NPI, NLC NPI etc.
- Creating Top Category Affordability Index for flipkart grocery.
- Mapping and labelling of products of flipkart and its competitors.
- Analysis of sale period NPI and creating the forecasted price.
- Worked on data analytics and data exploration.

Merchandising Intern
Marque Impex, Moradabad *Jun 2019 - Aug 2019*

- Merchandising different products to the clients as WSI,Pottery Barn etc.
- Had to research on the loop holes in merchandising, bill of materials of WSI team.
- Have to look on the international business operations of the company with its clients.

Business Analysis Foundations
International Institute of Business Analysis *2020*

Business Analytics and Digital Media
Indian School of Business *2020*

Introduction to Data Analysis using Microsoft Excel
Coursera *2022*

PROFESSIONAL SKILLS

MS Office

Six Sigma

Data Science

Data Analytics

Merchandising

Digital Marketing

Web Scrapping

Data Exploration

Business Analysis

Pricing Analytics

Microsoft Power BI

Strategic Planning

Data Visualisation

Competitor Analysis

Big Query and SQL

Business Intelligence

Category Marketing

Project Management

Artificial Intelligence

Machine Learning

International Business

Business Development

E-Commerce and Retail

Supply Chain Management

Enterprise Resource Planning

Export Import Documentation

Management Information Systems

Business development Leader
Recroot.ai *Jan 2019 - Mar 2019*

- Lead the members and promote the company through various platforms.
- Helped some people in getting jobs through this platform.
- Organize webinars and conduct meetings to reach out to maximum people.

AWARDS

Spotlight Award
Flipkart Internet Pvt Ltd *2022-05-06*

Certificate of Merit
Insolvency and Bankruptcy Board of India *2020-10-15*

Meritorious Student Award
Madhya Pradesh Government *2013-08-15*

MP State Merit Award
American Federation of Muslims of Indian Origin - USA & Canada
2011-12-25

District Merit Award
District Magistrate *2011-07-03*

CERTIFICATION

TCS NQT
Tata Consultancy Services

Python and SQL
Sololearn

Digital Marketing
Internshala and Udemy

O Level and CCC
National Institute of Electronics and Information Technology

LANGUAGES

English

Spanish

German

Urdu

Hindi