

Mohammad Ausaf

Senior Officer



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Prayagraj

WORK EXPERIENCE

Senior Officer

ACC (Adani Cement)

2023-10-16 - Present

Lucknow

- Successfully exceeded targeted sales volumes, showcasing a proven track record of achieving and surpassing sales goals.
- Demonstrated expertise in demand generation, securing valuable channel partner appointments, and fostering strategic relationships that contribute to business growth.
- Excelled in cross-functional collaboration by effectively coordinating with various teams to ensure seamless service delivery to assigned channel partners and stakeholders.
- Led and executed impactful activities for brand promotion, enhancing brand visibility and market presence.
- Proactively gathered and analyzed market intelligence, including competitor activities, channel performance, and consumer insights, contributing to informed decision-making and strategic planning.

SKILLS

MS Office



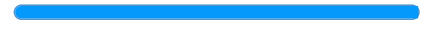
Channel Partner Management



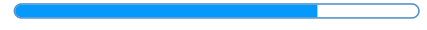
Distribution Management



Channel Sales



Key Accounts



Channel Developments



Agency Development Manager

ICICI Prudential Life Insurance

2022-06-13 - 2023-08-31

Lucknow

- Successfully led a team of 2500+ insurance agents, consistently exceeding sales targets and achieving Goal Sheet.
- Conducted training sessions to enhance agents' product knowledge, sales skills, and compliance with industry regulations.
- Developed and implemented strategic marketing campaigns to attract new clients and retain existing ones, resulting in a 30% increase in revenue.
- Regularly assessed the market, competitors, and emerging trends to identify growth opportunities and potential risks.

EDUCATION

Master of Business Administration

MONIRBA, University of Allahabad

2020-05-01 - 2022-05-01

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- Post Graduated with honors from a reputable MBA program with a specialization in Finance.
- Acquired a comprehensive understanding of financial management principles, including investment analysis, risk assessment, and financial modeling.
- Excelled in advanced finance courses, such as Corporate Finance, Financial Markets, and Investment Banking.
- Demonstrated proficiency in financial statement analysis and valuation techniques.
- Participated in case competitions and finance-related projects, showcasing problem-solving and analytical skills.
- Engaged in relevant internships or externships with finance firms, gaining hands-on experience in the industry.

Bachelor of Commerce

University of Allahabad

2016-05-10 - 2019-05-01

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- Achieved consistent academic excellence throughout the B.Com course, demonstrating a strong grasp of fundamental business concepts.
- Developed a solid understanding of accounting principles, financial management, economics, and business law.