**IDAYADULLA**

[**IDAYADULLA.372365@2freemail.com**](mailto:IDAYADULLA.372365@2freemail.com) **MASTER OF BUSINESS ADMINISTRATION**

**(Specializations –Operations, Marketing)**

**PROFESSIONAL SUMMARY**

I am a post graduate management student at the National Institute of Technology Karnataka, completed MBA with a concentration in Operations and Marketing. Previously worked for TechMahindra in Bangalore region as Business Associate for 11 months and prior to this I have work experience at Aarkali InfoTech, Chennai of Tamil Nadu as a Sales Executive for 13 months. Also, I worked as a Business Development intern at Tonguestun Food Network in Chennai, Tamil Nadu for 2 months.

**PROFESSIONAL EXPERIENCE**

**TECHMAHINDRA, BANGALORE** **BUSINESS ASSOCIATE** **MAY’16 – APRIL’17**

**Department:** Integrated Engineering Service–Aerospace & Defence

**Responsibilities:**

* To understand & reply exact scope of RFP and to support in selecting suitable technical volume & management volume for proposal
* To prepare, standardize & modularize the deck management platform
* To coordinate with internal team such as logistics, corporate service, Sales focal, Solutions head for customer visit
* To coordinate with finance, legal, taxation, Insurance & delivery team on NDA & MSA approval and ensure timely delivery
* To support creating detailed P&L for proposal and ensuring the contract is profitable
* To research market about new business opportunities

**TONGUESTUN FOOD NETWORK, Intern** **BUSINESS DEVELOPMENT** **MAY’15-JULY’15**

**Responsibilities:**

* To gather information about caterers in Chennai region
* To do cold calling and sell value proposition to customers
* To arrange meeting with caterers and getting Corporate Caterers On board
* To meet Admin/Facility managers and getting their companies On board
* To lead 3 member’s team in a project

**AARKALI INFOTECH, CHENNAI** **SALES EXECUTIVE** **JUN’ 13-JUN’ 14**

**Responsibilities:**

* To gather market and customer information using search engine
* To promote product and service to customers
* To schedule meeting with potential customer
* To make sales calls to existing customers to maintain existing business relationships.

**CERTIFICATION**

* Completed certification in **SIX SIGMA -** Green Belt. (Oct 15)

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| **KEY SKILLS** | |  |  |  |  |  |
|  | Communication | |  | Research |  | Proposal Development |
|  | Collaboration | |  | Presales & Operations |  | Relationship |
|  | Business Development | |  | Event Planning |  | Management |
|  | Time Management | |  | Business Administration |  | Listening skill |

**SOFTWARE SKILLS**

Microsoft (Word, PowerPoint, Excel) ~Microsoft Outlook ~ Microsoft Project ~ SPSS Statistics

**PROJECTS**

* A study on consumer behaviour of online shopping with reference to NITK Surathkal. (Mar16)
* Analysis on Green product and Green marketing technique. (Oct 15)
* Study on interest among the people to buy regional heritage items. (Mar 15)
* Study of Effect of YouTube on teaching and learning habits in professional colleges. (Aug ’14 – Oct’14)
* Academic Project on “Analysis of Coconut Coir Fibre Composite” (Jan’13 to Apr’13)

**ACADEMIC ACHIEVEMENTS**

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| --- | --- | --- | --- |
| **Degree** | **Institute** | **Year** | **Percentage/CGPA** |
|  |  |  |  |
| MBA | National Institute of Technology Karnataka, | 2014-2016 | 7.40 (CGPA) |
|  | Surathkal, Karnataka. |  |  |
|  |  |  |  |
| B.E (Mechanical) | S.Veerasamy Chettiar College of Engineering and | 2009-2013 | 7.25 (CGPA) |
|  | Technology, Anna University, Tamil Nadu. |  |  |
|  |  |  |  |
| H.S.C | Maharishi Vidya Mandir Senior Secondary School, | 2009 | 60.20% |
|  | Chennai, Tamil Nadu. |  |  |
|  |  |  |  |
| S.S.L.C | Veveaham Higher Secondary School, Dharapuram, | 2007 | 84.40% |
|  | Tamil Nadu. |  |  |
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**OTHER INTEREST**

* Sports – Basket Ball, Foot Ball and Cricket
* Solving logical Reasoning

**REFERENCE**

Name and Contact details for reference can be provided upon request.