

# AHMED MUSTAFA

Mobile: +92-333-2773794

Email: amustafa924@gmail.com

LinkedIn: ahmed-mustafa-memon

## ACADEMIC BACKGROUND

### Master's in Business Administration (MBA)

SHAHEED ZULFIQAR ALI BHUTTO INSTITUTE OF SCIENCE AND TECHNOLOGY (SZABIST)  
2018-2019

### Bachelor's in Business Administration (BBA)

SHAHEED ZULFIQAR ALI BHUTTO INSTITUTE OF SCIENCE AND TECHNOLOGY (SZABIST)  
2013-2017

## ACHIEVEMENTS

- Communicated effectively with multiple people to arrange the event "Learn fest" in which I was working as a volunteer.
- Received Sam Walton award from the HOD in Retail Extravaganza competition for generating the highest Sales amongst other groups.

## WORK HISTORY

### Project Trainee

FOODPANDA SEPT 2020 - MARCH 2021

- Introduced and successfully launched Panda-Go in Hyderabad with a count of 40+ vendors signed up for Panda-Go.
- Closely worked with vendors to generate maximum orders on Panda-Go.
- Worked on Product Photoshoot complete inventory of Food Panda Hyderabad.
- Worked on monthly targets where I have to complete the Dip of 25 newly onboarded vendors every month.
- Monthly target achievement of CPC (Cash per Click).
- Working closely on restaurant-funded deals of newly onboarded vendors.
- Providing better understanding to newly onboarded vendors about Food Panda working policies and procedures.

### Internship

FOODPANDA JULY 2020 - AUG 2020

- Learned how to pitch and onboard vendors on Foodpanda.
- Worked on daily Follow-ups with vendors on the ground to support the city team.
- Outperformed the set target and successfully onboarded 20 new vendors from the newly launched zone on Food Panda.
- I was awarded the certificate on completion of my internship and was promoted as Project Trainee.

### Sales Executive

AMK ENTERPRISES (KORNEEZ) JULY 2019 - JUNE 2020

- Introduced the product in Hyderabad as this product was first not available in Hyderabad
- Learned how to pitch the market with a new product.
- Placed Korneez Popcorns in every Big mart in Hyderabad.
- Looked after the merchandising of the products.
- Looked after order limits and re-order limits.
- Maintained a smooth working relationship with the marts in Hyderabad.
- Initiated a new marketing technique by marketing the product through social media accounts and through sampling the product to influencers like Bloggers, Vloggers, and YouTubers which was later on appreciated by the company.

### Internship

MEMON MOTORS PRIVATE LIMITED AUG 2016 - SEPT 2016

## TECHNICAL SKILLS

- Visualization Tools: Tableau
- Microsoft: Excel, Powerpoint and Word.
- Softwares: Spss, Sales force, Hurrer, Canva, Photoshop