

# RIZWAN ALI ANSARI

## Business Development Engineer

To utilize my expertise in the field of **Business Development** and implement my innovative ideas and creative mind towards the area of specialization.



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## EDUCATION

### Bachelor of Technology

Guru Gobind Singh Indraprastha  
University/Delhi

08/2014 - 11/2017

77%

#### Courses

- Electrical and Electronics Engineering

### Diploma In Engineering

Guru Tegh Bahardur Polytechnic Institute/  
New Delhi

08/2011 - 08/2014

77.24%

#### Courses

- Digital Electronics Engineering

## WORK EXPERIENCE

### CRM

Ison Pvt Ltd

04/2019 - 10/2019

#### Achievements/Tasks

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Establish, develop and maintain positive business and customer relationships

### Academic Counselor

MSMT

10/2019 - 05/2020

### Sales Engineer

Apex Infranet pvt Ltd.

05/2020 - 10/2020

#### Achievements/Tasks

- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers

### Business Development Engineer

Magnitech Engineers

11/2020 - Present

#### Achievements/Tasks

- 10 lacs every month revenue generation in single hand.
- Build long term relationship with potential clients.

## CERTIFICATES

Fire Safety Management from NEXA

## SKILLS

MS office & MS projects

Interpersonal & Good Comm.

Outlook and PPT

BRM and CRM practices

Work under Pressure

Target Achievers & Good Listener

Digital marketing

Email Marketing

Social Media Marketing

## PERSONAL PROJECTS

### PIC controller

- In house training on PIC controller IC 16F877A for 4 th weeks.

### Noise to Electrical energy conversion

- in this project we can convert noise pollution to electrical energy.

### Assistance Engineer

- Repairing fault in transmission & distribution from BSES YAMUNA DELHI.

### Highway Lights Efficiency

- Control lights of highway to reduce wastage of light from 10% to 100%.

## ACHIEVEMENTS

### Academic Records

Taken 3rd position in academic award from HMRITM in 2017.

### Math Topper

Taken 1st position in Mathematics quiz in cluster level as two times in 2009 & 2010.

### Journal Paper Published in Dubai

Published research paper on title "CONVERSION OF ELECTRICITY FROM SOUND ENERGY( NOISE POLLUTION)" in Sharjah DUBAI (UAE) in ISERD conference on 02 oct 2017. Paper id is IRES-ICSTMSHRJH-02107-5346.

### Most Valuable Employee

Got most valuable employees in ISON Xperience.

## LANGUAGES

English

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

Urdu

Professional Working Proficiency

## INTERESTS

Cricket

News

Internet

Debate

Speech

Cryptocurrency