

# MAINUDDIN ANSARI

## BUSINESS DEVELOPMENT MANAGER

### CONTACT

- 71270810
- mainuddina041@gmail.com
- Doha-Qatar

### EDUCATION

2015-2016  
M G INTER COLLEGE

- Intermediate (10+2)

2016-2019  
SIDHARTH UNIVERSITY,  
KAPILVASTU

- BACHELOR'S OF SCIENCE  
Physics, Chemistry and Mathematics

### SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

### LANGUAGES

- English: Fluent
- Arbic. : Intermediate
- Hindi. : Fluent

### PROFILE SUMMARY

Experienced and results-driven Marketing Manager with a proven track record in developing and executing successful marketing strategies. I am seeking a challenging role where I can contribute my skills in strategic planning, team leadership, and creative problem-solving to achieve business objectives.

### WORK EXPERIENCE

#### Business Development Manager Al Jaza Manpower Group Doha-Qatar 2024 - till now

- Identified and developed new business opportunities through market research, client networking, and cold outreach.
- Built and maintained strong relationships with clients, stakeholders, and strategic partners.
- Managed end-to-end sales cycles including lead generation, proposal development, negotiation, and closing.
- Collaborated with marketing and product teams to tailor solutions to client needs.
- Monitored industry trends and competitor activities to inform strategic planning.
- Prepared and delivered compelling sales presentations to executives and decision-makers.
- Tracked KPIs and created detailed reports to evaluate business performance and strategy effectiveness.

#### Laundry Supervisor Doha-Qatar

2023-2024

- Manage a team of [number] staff, assigning tasks and monitoring performance.
- Maintain inventory of laundry supplies and coordinate with vendors for timely replenishment.
- Implement safety and hygiene protocols in line with industry standards.
- Handle maintenance of laundry equipment and coordinate repairs when needed.
- Ensure timely delivery of cleaned linen and uniforms to respective departments.

#### Technical Coordinator/ Lab Technician

2017-2023

#### Private Hospital UP, India

- Coordinate/ oversee all techicians including subcontractors & company technicians.
- Lead and manage the planning, coordination, and execution of electrical switching operations, including isolation and restoration before operation.
- Identify and address risks associated with electrical work, implementing necessary control measures and developing comprehensive switching schedules.
- Organized and maintained patient healthcare record system, visits & medical billing.
- Coordinated with all levels of hospital and medical staff & Doctors, and specialists.

#### Call Center Executive

2016-2017

#### Idea Telecom UP, India

- Call Call Center Agent UP, India
- Answer customer queries quickly and efficiently and increase sales & CRM
- Facilitate to segment customers names, addresses, phone numbers, loyalty card information.
- Consistently met performance benchmarks in call quality, punctuality, and attendance
- Mentoring trainees in customer service, problem solving, and data entry practices.