

# MUFAKIR QAMAR ANSARI

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## **OBJECTIVE**

I want to work with an organization that provides me an opportunity to grow and to exploit my potential to excel in the area of my preview so to contribute to the organization in the accomplishment of its goal.

## **EXPERIENCE AND POSITIONS OF RESPONSIBILITY**

### **1. Chief Executive Officer, Orcinus IT Solutions Private Limited,**

**May 2017 to Present**

Responsibilities taken:

1. I direct the company in keeping with the vision outlined for the company by the Board of Directors
2. Partner with high-level officers to grow the company, strengthen it and ensure its sustainability
3. Represent the company as required, including attendance of important functions, industry events and public meetings
4. Work closely with the CFO to prepare annual budgets, complete risk analysis on potential investments, and advise the Board of Directors with regard to investment risk and return
5. Work closely with Human Resources regarding hiring practices, payroll and benefit disbursement
6. Oversee quality control throughout the company, establishing goals for each department in partnership with division managers

### **2. Chief Operating Officer and Chief Financial Officer, GoCorpo**

**June 2018 to Present**

I was having multiple responsibilities in GoCorpo

#### **Responsibilities as Chief Operating Office**

1. Develop and integrate staffing programs designed to attract the highest caliber of talent while satisfying the needs of our clients
2. Collaborate with our CEO on five- and ten-year plans for corporate growth and evolution
3. Manage service employees and train them in the latest leadership and technical skills so they can better serve our clients
4. Helm budgeting and resource allocation efforts alongside the other C-level executives and the senior management team
5. Ensure all program initiatives align with the company's core values and culture
6. Provide leadership to those under your command so that they might take more initiative in their roles

#### **Responsibilities as Chief Financial Officer**

1. Execute the financial strategy of the company
2. Manage financial controls and accounting procedures
3. Ensure full transparency over the financial performance of the company
4. Provide advice on how to increase revenue and reduce costs
5. Effectively and clearly communicate potential risks in a timely manner
6. Propose action plans to ensure that annual financial objectives are attained
7. Support the CEO with the preparation of monthly and annual financial plans
8. Maintain speed and accuracy of billings and client payments
9. Coordinate and produce all tax documentation as required

### **3. Chief Operating Officer and Sales Head, MyFajir IT Solutions Private Limited,**

**Sept 2017 to Present**

1. lead and oversee the implementation of the Company's long and short term plans in accordance with its strategy.
2. Putting the right people in the right positions with the right training.
3. Built and led teams that drive incredible innovation to solve our customers' biggest challenges.
4. Engaging with our customers and our teams across every MyFajir customer segment, on every technology in our portfolio, and in all our geographies around the world.

### **4. Project Head of International Assignments, MIPS Technologies,**

**May 2017 to Present**

1. Meet with clients to take detailed ordering briefs and clarify specific requirements of each project
2. Delegate project tasks based on junior staff members' individual strengths, skill sets and experience levels
3. Track project performance, specifically to analyze the successful completion of short- and long-term goals
4. Meet budgetary objectives and make adjustments to project constraints based on financial analysis
5. Develop comprehensive project plans to be shared with clients as well as other staff members Use and continually develop leadership skills

### **5. Chief Executive Officer, Ansari and Deen Internet Private Limited**

**Aug 2013-Sept 2017**

Have taken multiple responsibilities in the starting and managing the company.

Responsibilities taken:

1. Establishing of venture from scratch
2. Connecting local artisans to promote Kashmiri Heritage Handicraft
3. Mapping the artisans to that all the people involved in the making of the product gets benefited
4. Helping in generating employment and helping in skill development of artisans
5. Helped in getting the revenue and taking company in profit within two years of operations

6. Connecting 500 artisans and updating the latest trend and making world class product.
7. Have organized workshops in upliftment of artisan community.
8. Helping artisans in growing minimum wage from INR 200 to INR 600
9. Connecting with the customers
10. Training the fresher's joining the organization

#### 6. **Marketing Head, Ferozson Exports Private Limited**

**Jan 2014-Sept 2017**

Responsibilities taken:

1. Responsible for all the marketing of the company
2. Represented the company in global level and made it one of the biggest leaders of exports
3. Was responsible for the winning of the various awards given by national as well as state government
4. Net turnover of the company crossed from 1.5 million USD to 3.5 million USD

#### **EDUCATION**

1. **National Institute of Technology, Srinagar** **GPA: 6.32/10**  
Bachelor of Technology, Electronics and Communication Engineering. [July 2009- June 2013]
2. **Govt. Boys Higher Secondary Institute, Soura, Srinagar** **69.33%**  
Senior Secondary School Certificate (11th and 12th)
3. **Standard Public High School, Soura, Srinagar** **74%**  
Secondary School Certificate (10<sup>th</sup>)

#### **AREAS OF INTEREST**

Management, Marketing, Business Development, Business Analysis

#### **ACHIEVEMENTS**

1. Got selected in **Web Summit 2015** for the achievement of **Panunkart.com** and was invited to attend the conference in Dublin
2. Winner of the “**SITAROON SE AAGAY**”, a program to facilitate the young entrepreneurs of Jammu and Kashmir
3. Speaker of **Innovation and Entrepreneurship Development Centre** on entrepreneurship week
4. Cleared one of the most prestigious exams of the country, AIEEE in 2009
5. Won the inter school cricket championship
6. Won the inter school volleyball championship

#### **INTERNSHIP/TRAINING**

1. **Winter internship at ALTTC, BSNL, Ghaziabad** **Jan 2011-Feb 2011**  
Studied telecom scenario of India and details of the following
  1. 2G Network Architecture and Switching
  2. 3G Network Architecture and Multiple Access Technologies
  3. Satellite Communication

2. **Telecom Professional Training by ERICSSON**

**May 2012**

2G, 3G and 4G technology was covered and followed by an examination conducted by ERICSSON for certification of “EXCEL Telecom Professional Certification”

#### **RESEARCH PROJECTS**

1. **Designed sound detecting robot with DTMF control** **March 2013-July 2013**  
Under the guidance of **Prof. Abdul Gaffar Mir (Assistant Professor, Department of Electronics and Communication, NIT Srinagar)**, we designed a **Multifunctional Warfare Robot** on the principles of sound source detection. On the detection of sound, robot headed towards it by avoiding obstacles. The robot had a specially designed laser gun mounted on it which was controlled from the base station. Besides, robot could be controlled from anywhere across the globe on authorization using DTMF.

2. **Development of Socio-Educational Networking Website**

Management head of “**NetBlanket**”, a Website development group under the guidance of **Dr. Aijaz Ahmad Mir (Associate Professor, Department of Electronics and Communication, NIT Srinagar)**. We designed a Socio-Educational Networking Website with lots of added features

#### **REFERENCES**

1. Professor Ajaz Ahmad Mir Email: aamir@nitsri.net  
Department of Electronics and Communication, NIT Srinagar
2. Meraj Gulzar Email: meraj@mipsjk.com  
Managing Director and CEO, MIPS Technologies
3. Mohammad Faizan Email: faizan@myfajir.com  
CEO, MyFajir IT Solutions Private Limited
4. Sheikh Ashiq Ahmad Email: shiekhshiqkcci@gmail.com  
Managing Director, Al-khuddam Group of Companies and former President KCCI