MOHD. OSAID KOTI

osaid.koti@cimr.in

Dynamic and accomplished professional, with over thirteen years' experience in academics, research and analytics. Outstanding analytical knowledge with demonstrated capability to interpret, summarise and forecast data for meaningful applications. An experienced management researcher with rich knowledge of Analytical and Data handling skills, flair for numbers, and keen interest in Business Research.

PROFILE

Masters in Management Studies specialising in Systems.
Graduated in **Bachelor of Management Studies**.
Lean Green Belt Six Sigma Certified by Internationally recognized RABQSA Green Belt body of knowledge
Proficient with Data Analysis using Data Analysis Toolpack, Power BI, Python and SPSS.
Project Management from IIM Kolkata
Excellent knowledge of MS Office Suite including MS Project

EXPERIENCE

2ND MARCH 2022 ONWARDS
ASSISTANT PROFESSOR
CHETANA'S INSTITUTE OF MANAGEMENT & RESEARCH

- Teaching subjects like Operations Analytics, HR Analytics, Marketing Analytics, Operations Research, Project Management, Business Research Methods, etc.
- Coordinated and helped in the process of NBA accreditation for the Institute. Coordinating with faculty members within and outside the organization in preparing documents with respect to academic and non-academic. Interacted with alumnus and guest speakers.
- Finalising the design and contents of Research Journal and other branding of the Institute.
- Helped in finalizing the syllabus for the next academic year (2022 – 2024) for the management programme.
- Coordinated and helped in executing "HROpSys", an annual event for HR, Operations and Systems specialization.
- Part of the Social Media Committee of the institute, which posts information related to various events in the institute, promotes the institute organically over various social media platforms.

1ST SEPTEMBER 2009 TILL 28TH FEBRUARY 2022
ASSISTANT PROFESSOR
RIZVI INSTITUTE OF MANAGEMENT STUDIES & RESEARCH

- Teaching subjects like Operations Analytics, HR Analytics, Operations Research, Business Research, Project Management, Statistics, Management Information System, Enterprise Resource Planning, Information System for Business, Proficiency in MS Office, etc.
- Taking care of all operational elements – coordinating between government bodies such as University, AICTE, DTE, etc., and Institution regarding administrative matters;
- Coordinating and managing first year MMS course
- Coordinator for the batch - Scheduling of sessions, arranging guest sessions, conducting academic and non-academic events, coordinating with guest speakers, visiting faculties
- Scheduling semester and exam time table, collating and preparing session plans for all the courses during a semester
- Finalising the design and content of Research Journal and other branding of the Institute

EDUCATION

2018 (PURSUING) - PH.D. IN SEARCH ENGINE OPTIMISATION, ITM UNIVERSITY
2007 – 2009 - MASTERS OF MANAGEMENT STUDIES, UNIVERSITY OF MUMBAI
2004 – 2007 - BACHELORS OF MANAGEMENT STUDIES, UNIVERSITY OF MUMBAI

SKILLS

- MS OFFICE (EXCEL, WORD, POWERPOINT)
- POWER BI
- MS PROJECT
- SPSS & PYTHON
- ADOBE (PHOTOSHOP, PAGEMAKER AND INDESIGN)
- COREL DRAW
- INPAGE - URDU AND ARABIC SOFTWARE

CERTIFICATIONS

- PROJECT MANAGEMENT – IIM KOLKATA (2018)
- PROJECT MANAGEMENT COURSE – SP JAIN INSTITUTE (2017)
- LEAN GREEN BELT SIX SIGMA – BENCHMARK SIX SIGMA (2016)
- WEB ANALYTICS – GODREJ CII (2016)

PROFILE

Mohammed Osaid Koti, a **Green Belt Six Sigma Certified** is associated with **Chetana's Institute of Management & Research** (Mumbai's leading B-School) as Assistant Professor. His domain expertise lies in the field of IT for Management Applications. Specifically, Osaid is well conversed with MS-Office tools, SPSS, Power BI along with other applications such as "R" and "Python" to name a few. He handles courses like Management Information System, Statistics, IT, Operations and Research Methodology, Project Management, HR Analytics, Enterprise Resource Planning (ERP) related courses for Post Graduate and Under Graduate candidates.

He is an accomplished **corporate trainer** with over a decade of experience and has successfully trained participants of companies such as Sethia Group, The Wadhwa Group, Shree Shubham Logistics, Rubberwala Builders and also several Non Profit Organisations. He also has experience in conducting Creativity & Innovation and Excel Modules for Chartered Accountants associated with The Institute of Chartered Accountants of India (ICAI) and National Institute of Event Management, Mumbai.

Mohammed Osaid Koti is currently a **Research Scholar** from ITM University, Raipur. His research is based on **Search Engine Optimisation** (SEO). The concept of SEO is of immense importance for developing business credibility, increase business visibility and improving brand equity. Osaid has also conducted sessions on SEO and its utility for business expansion for business consultants.

He holds a **Master of Managements Studies** (MMS) with a specialisation in Systems and graduated in Bachelors of Management Studies with a specialisation in Marketing from University of Mumbai.

WORK EXPERIENCE:

Name of the Company	Designation	Period	No. of Years
Rizvi Institute of Management Studies & Research	Assistant Professor	1st September 09 till date	>11 years

ACADEMIC CREDENTIALS:

Degree	Specialisation	University	Year
BMS	Marketing	University of Mumbai	2007
MMS	Systems	University of Mumbai	2009
Ph.D.	Marketing	ITM University	Pursuing

CERTIFICATIONS:

Course	Certifying Body	Year
Web Analytics	Godrej CII	2015
SAP – Materials Management	Prism Technologies	2015
Green Belt Six Sigma	Benchmark Six Sigma	2016
Project Management	SP Jain Institute	2017
Project Management	IIM Calcutta	2018

CONFERENCES / SEMINARS / WORKSHOPS ATTENDED:

Conference / Seminar / Workshop	Institute / Organisation	Year
Workshop on Research Methodology	Rizvi Institute of Management Studies & Research	2019
Techno Management Trends	Institute of Technology and Management	2019
Enhancing Teaching Pedagogy	Forum for Marketing Education	2018
Workshop on Brand Equity and Brand Valuation	Rizvi Institute of Management Studies & Research	2018
Digital Warfare Armoury	Rizvi Institute of Management Studies & Research	2018
Enhancing Teaching Pedagogy	Forum for Marketing Education	2017

PUBLICATION – RESEARCH ARTICLES:

Title of the Article	Name of the Journal	ISSN	Year
Impact of Online Retailers on Offline Retailers with special reference to Cosmetics	Management Vision	0975-7813	2019
Micro-segmenting a Population based on Individual Behaviour	Management Vision	0975-7813	2018
Assessment of Individual Behaviour Using Statistical Machine Learning – An Exploratory Study	Marketing Challenges in Emerging Markets		2016
Influence of Social Media on Student Online Behaviour	Motley Education	Online	2016
Traditional Classroom vs Online Classroom	Management Vision	0975-7813	2015

TRAINING / CONSULTANCY DELIVERED:

Name of the Company	Name of the Program
Bank of India	✓ Advanced Excel ✓ MS Word and Powerpoint
Rubberwala Builders	✓ Advanced Excel
Sethia Builders	✓ Advanced Excel
National Institute of Event Management	✓ MS Office (Word, Powerpoint and Excel) ✓ Operations Research for Event Management ✓ Project Management and its Applications
The Institute of Chartered Accountants of India (ICAI)	✓ MS Office (Word, Powerpoint and Excel) ✓ Management Information System ✓ Communication and Presentation Skills ✓ Creativity and Innovation ✓ Decision Making
Not for Profit Organisations	✓ Proficiency in Excel ✓ Web Analytics (Google Analytics) ✓ HR Analytics
Noble Engineering Works	✓ Data Analytics ✓ Advanced Excel ✓ Web Analytics (Google Analytics)
Press Metal Tool, Baroda	✓ Data Analytics ✓ MS Office (Word, Powerpoint and Excel)
Acumen Business Consulting	✓ Project Management ✓ Data Analytics
Burhani Management Institute	✓ Enterprise Applications and Implementation