

MOHAMED NISSAM

Operations Manager | Finance & Marketing Professional

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PROFESSIONAL SUMMARY

Results-driven Operations Manager and MBA graduate specializing in Finance and Marketing with proven experience in operational oversight, procurement, vendor negotiation, and cost control. Demonstrated success in managing cross-functional teams, streamlining business processes, and driving operational efficiency. Skilled in project budgeting, cash flow management, regulatory compliance, inventory control, and digital marketing strategy. A strong leader with analytical acuity and a consistent track record of delivering measurable business outcomes across engineering and financial operations.

CORE COMPETENCIES

Operations Management | Project Budgeting & Cost Control | Procurement & Vendor Negotiation | Cash Flow Management
Inventory Control & Supply Chain | Compliance & Regulatory Reporting | Process Optimization | Team Leadership & Coordination

Financial Analysis & Reporting | Digital Marketing Strategy | SEO & SEM | Market Research | Advanced Excel & Data Analysis

WORK EXPERIENCE

Operations Manager | *Rapidrops Fire Protection Engineering* Jul 2025 – Jun 2026

- Directed end-to-end operations for fire protection engineering projects, ensuring on-time delivery, quality standards, and client satisfaction across multiple simultaneous project sites.
- Managed project budgeting, cost forecasting, and cash flow planning to maximize profitability and maintain financial health across all engineering operations.
- Oversaw procurement of fire protection materials and equipment; executed strategic vendor negotiations that reduced material costs while maintaining supply chain continuity and quality.
- Led regulatory compliance management, inventory audits, and financial reporting in full adherence to industry standards and company policies.
- Monitored operational KPIs and profitability metrics, implementing targeted process improvements that enhanced team efficiency and reduced operational bottlenecks.
- Coordinated cross-functional teams spanning finance, procurement, and project execution departments, fostering collaboration and accountability across all functions.

Branch Marketing & Finance Intern | *ESAF Small Finance Bank* Apr – May 2024

- Conducted in-depth market research and customer profiling to support branch-level financial operations, enabling more targeted product positioning and outreach strategies.
- Assisted in the design and execution of branch-level promotional campaigns, contributing directly to improved customer acquisition and walk-in conversion rates.
- Developed data-driven insights for loan and savings product marketing, helping branch staff tailor pitches that boosted sales conversions and customer satisfaction.

EDUCATION

MBA – Marketing & Finance | University of Calicut | 2023 – 2025

B.Com – Islamic Finance | University of Calicut | 2020 – 2023

Plus Two – Commerce | BYKVHSS | 2018 – 2020

CERTIFICATIONS

- Data Analyst Certification – OneRoadmap (Apr 2025)
- Investment Banking Job Simulation – Financial Modeling & Valuation
- Accounting Job Simulation (ACCA Advantage) – Financial Reporting & Analysis
- Excel Automation Using ChatGPT – Data Analysis & Process Automation
- Additional Skill Acquisition Program (Govt. of Kerala) – RACW Technician Training

LEADERSHIP & VOLUNTEERING

- Technical Head – National Level Management Fest ASCEND 2K24, University of Calicut: Oversaw all technical operations, event coordination, and logistics for a large-scale national management event attended by hundreds of students and faculty.
- Marketing Game Volunteer – Applied branding, sales pitching, and cross-functional teamwork skills in competitive promotional events, demonstrating strong real-world marketing execution.
- NSS Volunteer – Completed 240+ hours of community service; independently organized and led multiple social initiatives, awareness drives, and special camps across the region.

LANGUAGES

English | Malayalam | Hindi | Arabic