

Munawar Ayub

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EDUCATION

Delhi Technological University (DTU), Delhi

B.Tech in Software Engineering

2023-2027

CBSE Class XII

Higher Secondary

Percentage: **94.2%**

2022

CBSE Class X

Secondary

Percentage: **93.4%**

2020

EXPERIENCE

ONVO AI

Forward Deployed Engineer Intern & Sales Intern

Remote

Jul 2025 - Dec 2025

- Worked across engineering, product, and sales to deploy AI dashboards for B2B clients, helping onboard **10 new client accounts** within **6 months**.
- Built and ran outbound campaigns using Apollo and Instantly, generating **150+ qualified leads** and improving response rates by **12%**.
- Analyzed usage data across client accounts to identify upsell and expansion opportunities, contributing to **Rs. 3 Lakh** in expansion pipeline.
- Converted customer requirements into structured technical workflows, cutting average client onboarding time by **35%** and improving adoption.
- Collaborated with founders and sales teams to close customer feedback loops, maintaining a **95%** client satisfaction rate.

PROJECTS

NomadID Client Acquisition & Delivery, Pashmina Cooperative | Mont & Paix

- Helped secure the **All Changthang Pashmina Growers Cooperative, UT Ladakh Administration**, the apex body managing Ladakh's pashmina supply chain (~**Rs. 8+ Cr** in cooperative procurement funding) as a flagship client for Mont & Paix.
- Delivered a combined engagement spanning consulting, marketing, and technology (the NomadID platform) to modernize the cooperative's procurement, herder payments, and day-to-day operations.
- Owned end-to-end client onboarding, taking the cooperative live within a **one-month** engagement by coordinating between herder communities, cooperative leadership, and the Mont & Paix delivery team.
- Helped streamline payment and procurement workflows, contributing to faster, more transparent payouts to herders.

UpFor Campus Event & Activity Discovery App | React, TypeScript | [Live Website](#) | [GitHub](#)

- Built and launched a web app that helps students discover and join campus events and activities in real time on an interactive map.
- Designed the end-to-end user experience – search, category filters, event posting, and joining/leaving events – to make it simple for students to find what's happening around campus.
- Set up user profiles and a simple login system so students could track their activity and event history.

LEADERSHIP

Co-Founder

Mont & Paix | www.montandpaix.com

2025 -- Present

- Co-founded Mont & Paix, a hospitality consulting and technology studio helping hotels and cooperatives with growth strategy, guest experience, and brand positioning.
- Built out service lines spanning hotel websites & digital QR menus, review & reputation management, and custom software/AI chatbots for guest engagement and SEO boosting.
- Led business development and client onboarding, including securing the All Changthang Pashmina Growers Cooperative as a flagship client (see Projects).

SKILLS

Business & Consulting: Growth Strategy, Client Onboarding, Business Development, Stakeholder Management, Brand Positioning, Operations

Sales & Marketing: Apollo, Instantly, CRM Tools, Lead Generation, B2B Sales, Customer Discovery, Digital Marketing

Data & Tools: Excel, Data Analysis, Google Workspace, SQL

Technical (Working Knowledge): Python, JavaScript, React, Basic Web Development

ACHIEVEMENTS

- **Winner: India Expo Startup Pitch**, Yashobhoomi (2025)
- **Winner: I-CAN India** (2019)
- **International Olympiad Rank 3:** Economics & Statistics