MOHAMMAD RAISUL HASAN SHAMIM

Programming, Mathematics & Machine Learning

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in @https://www.linkedin.com/in/techrefugee/ in https://github.com/Chasingmyglory

EXPERIENCE

Pricing and Service Sales Analyst-Werkstudent
Nordex SE & Co. KG

📅 May 2022 – Ongoing   📍 Hamburg, Germany

- Customized a pricing model for France and Italy using rigorous data modeling for the first time which achieved 5-8% price increase through real-time data feed and increased 80% of efficiency
- At the time of cost increase and challenging customer negotiation my contract renewal fee calculation tool enabled service sales managers to salvage a Key Account responsible for €24 Mi. worth of revenue
- Created a sales projection tool for spare parts which created 10 % of spare parts sales increase in the Italian Region
- Created a database for global service contract renewal which will bring a revenue of € 4 Mil.

Customer Service
IKEA

📅 May, 2020 – May, 2021   📍 Hamburg, Germany

Junior Event manager
Bismarck

📅 Feb 2018 – March 2020   📍 Hamburg, Germany

Logistic Support
EDEKA

📅 Aug 2018 – Jan 2020   📍 Hamm, NRW

Hospitality Professional
Ni Hao GmbH

📅 Jan 2016 – July 2018   📍 Hamburg, Germany

Field Marketing Analyst
Philip Morris S.A.

📅 June 2014 – Jan 2015   📍 Dhaka, Bangladesh

- Analyzed the market through intensive survey and market visits which has resulted in 50% new customer acquisition in my area

EDUCATION

Bachelor in Information Engineering
Hamburg university of Applied Science

📅 Oct 2020 – 2024 (Not Finished)

M.S in Social Science
Jahangirnagar University

📅 Nov 2011 – Dec 2011

Grade-1.7

Bachelor in Social Science
Jahangirnagar University

📅 March 2007 – Dec 2011

Grade-1.8

PROGRAMMING PROJECTS

Software Engineering

- A home appliance automated robot vacuum cleaner software is created to control it through mobile app. (Java used)

Database

- Various real-life company database is implemented on SQL

Algorithm and Data Structure

- Using Java on Eclipse we implemented various sorting algorithms to solve academic and non-academic data management problems.

Object Oriented Programming

- In this project, a Java GUI has been created for users on Eclipse to mimic a tiny web application for giving the user the opportunity to control a scenery on a canvas.

Executive Analyst(Sales)

MGH Group

📅 Feb 2013 – April 2014   📍 Dhaka, Bangladesh

- Under my leadership the sales team becomes best sales team for two quarter with continuous achievement of target of 10 Mlo. BDT/-

Assistant Project Coordinator

SFSS

📅 Nov 2012 – Jan 2014   📍 Dhaka, Bangladesh

- Hundred malnutrition-ridden children and their families got sustainable financial solution to bring out the children from malnutrition

Research Officer

Plan Bangladesh

📅 Aug 2012 – Sept 2014   📍 Dhaka, Bangladesh

- Created Child protection awareness in two districts

CERTIFCATIONS

- Business Analytics & Statistic (Babson College, Massachusetts-online)
- Finance (University of Michigan-online)
- Accounting (University of British Columbia-online)

STRENGTHS

Hard-working (18/24)   Persuasive

Motivator & Leader

Data Analytics   Microsoft Azure & Machine Learning

Product Management & Marketing

LANGUAGES

English   ●●●●●
German   ●●●●○

REFEREES

Ralph Diehl

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