ABDULLAH AL MAHMOOD

(Senior Management Personnel)



Contact

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Date & Place of Birth

26th September, 1970

Dhaka, Bangladesh

Links:

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Languages

- ** BENGALI (NATIVE) EXPERT
- ** ENGLISH PROFICIENT
- ** HINDI/URDU –
 COMMUNICATIVE

Comprehensive Resume

Career Summary:

Experienced & Seasoned Management Professional in the arena of – Business, Sales & Marketing Strategies, Branding, Architectural & related Constructions Operations, Budgeting & Portfolio Management, Overall Business & Corporate Management etc.

Skill Highlights:

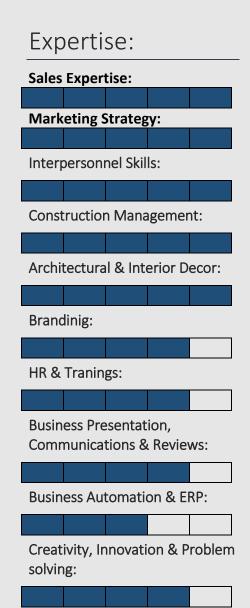
- Project management
- Strong decision maker
- Complex problem solver
- Branding and Communications
- Creative Directives
- Innovative on venturing
- Service-focused
- Sales & Marketing Profeciency.

Business Proficiencies:

- Real Estate Ventures, Govt. Regulations & Market Trends.
- Sales Negotiations with process and tactics.
- Market Projection with Short Term and Long Term Goals.
- Business Solutions with Market Intelligence.
- SWOT analysis of Business and Ventures.
- Marketing Strategies and Branding formulations.
- Business Automation with ERP design solutions.
- Top Supervision of multiple Business and Ventures.
- Periodic Business reviews on YoY, MoM against Targets and Budgets for clear understanding of Performance Based Reporting addressing any business.

Responsivities rendered:

- Act as an Operational Head to operate, manage, supervise, decide and authorize on any ventures of Real Estate Operations (both Primary and Secondary).
- Setting Targets, Budgeting with ROI periodically to ensure steady growth.
- Supervise and decide on Architectural Designs, Construction Modules and Materials, Purchase, Standards of Finishing on location and type of ventures etc.
- Specialized on establishing Mega Satellite Township which could prove to be vital in Pricing, Designing, Planning, Branding and Marketing of the said type of ventures



Achievements:

Awarded as the "Best
Employee" of Concord
Group for the Success Story of
Lake City Concord Mega
Township Project - 1999

Masters in Business Administration (MBA)

Bachelor of Commerce (B.Com)

- **Planning and deciding** on profitable Commercial or Residential ventur according to FAR rules & DAP.
- **Construction Management** from BOQ to Estimation, periodic targets vs. Achievements, safety measures, Branding aspects, quality of craftmanships, Purchase and Supply Chain etc.
- Ops & Financial Management- SWOT analysis, SOP,
 KPI, Collection Vs Expenses, Banking, Investment Port-folios,
 Budgeting & Planning, Asset Management.
- *Act to represent the Company* to its Clients, Partners (Land Owners) Consultants etc. to create a success story.
- *Collaborate* with foreign Consultants and Investors and negotiate on Projects and Investment issues of mutual interest.
- **Business Developments** for lucrative ventures on target areas and negotiate with Land Owners for profitable ventures.
- *Market Intelligence*, Competitors News, Market Trends to set a reliable and informative targets and goals for achievements.
- **Setting standards** at each project for construction with finishing standards and determine probable Break-even and Selling Prices.
- *Ensuring steady portfolio growth* of the company with proper market projection.
- **Business Target vs. Achievements** with effective and innovative Incentive Plans, SWOT analysis etc. to boost motivation, sales and collections.

Education:

Faculty of Business Studies - (2006)
Department of Marketing
University of Dhaka,
CGPA – 3.67 out of 4.00

Tejgaon College, Dhaka - (1994) National University, Bangladesh Higher Secondary Certificate (HSC)

Secondary School Certificate (SSC)

CEO

(Sept-2019 till date)

RESPONSIBILITIES:

Business
Consultant
(Part Time)
(Aug-2019 till date)

Dhaka College, Dhaka - (1988) Commerce Department

B.A.F. Shaheen School - (1986) Tejgaon, Dhaka

S. Quadir Group (Multifunctional Business Organization)

Lead the Company with it's different multifunctional SBUs that includes - Constructions, Real Estate Business (Both Primary and Secondary), Garments Manufacturing, Trading, Agro & Poultry, IT and Hardware etc..

- Run, Manage, Supervise, give Directives, gather Market Intelligence, Monitor Govt. regulations and assist Companies and their SBUs to run and manage a sustainable and profitable business venture.
- Improve performance, ensure growth at a steady rate, and increase profitability.
- Finding loopholes, mitigate internal conflicts, flaws and operational challenges.
- Improve efficiency and instigate moral boost and motivations.
- Representing the Company to bridge between Departments/Units with the Corporate Management and improve coherence, co-operations and communications within including clients and Supplychains.
- Dealing with diversified Multi-functional companies with Business ranging from Export Oriented Garments to Real Estate, Trading, Resort Management & Expansion, Agro & Poultry, Infrastructural Constructions etc.

My CFO (consultants), Dhaka

Management Consultancy entirely dedicated to facilitate large Business and Manufacturing Groups and Organizations in the arena of consulting on – Accounting and Financial Managements as well as overall Business Operations, Short term and long terms Sales and Marketing Strategies, Branding, Online Business, IPO, VAT & Taxation, Banking and Loan issues, Periodical Business Reviews and Follow-ups, Budgeting, SWOTs, MoM & YoY Analysis with Fact & Figures and experience based Market & Operational related issues and directives from Corporate to SBU levels of any Company.

Chief Business Officer (CBO) (July-2018 to Aug-2019)

RESPONSIBILITIES:

Managing Director (Mar-2017 to Jun-2018)

RESPONSIBILITIES:

Rangs Group (Ranks Real Estate Ltd.) Dhaka

A Sister Concern of Rangs Group, one of the most leading Corporate House doing various businesses for more than 3 decades. Ranks Real Estate started its journey several years ago very softly with only a few wonderful projects with some more iconic projects in pipeline.

- Act as Operational Head to operate, manage, supervise, decide and authorize on ventures of Construction and Real Estate Operations with a combined portfolio of around Tk.800 crore stretching to Tk.1300 crore including projects in pipeline mostly in Dhaka.
- Operate Sales, Marketing, Operations of various Residential, Commercial and Mixed used Projects.
- Branding and Brand Management decisions.
- Strategy formulations and combine Marketing Strategies.
- New Business Development, Targeting, Budgeting, ROI etc. periodically to ensure steady growth.
- Financial Management, Collection vs. Expenses, Investment port-folios, Budgeting & Planning. Asset Management.
- Supervise and decide on Designs, Construction Modules and Materials, Purchase, Standards of Finishing etc.
- Approving the designs according to FAR Rule from Raj-uk, Ministry of Works and National Housing Authorities etc.
- Act to represent the Company to its clients, partners, designing and operational bodies, Govt. and Semi-Govt. Agencies, consultants etc. to get the jobs done.
- HR procedures, module, overhead management and evaluation.

Rupayan Group (Rupayan Housing Estate) (RPL), Dhaka

A giant construction based Real Estate Conglomerates in the country with vast experience stating from early 90s. This company has done some remarkable projects and some more iconic construction are in pipeline.

- Act as Operational Head to operate, manage, supervise, decide and authorize on ventures of Real Estate Operations of the Company with a combined Portfolio of around Tk.1,800 crore (Approx.).

RESPONSIBILITIES:

- Operate Sales, Marketing, Operations of Mega Township projects like - Rupayan Town Phase - 2 & 3 including other Residential, Commercial and Mixed used Projects at the South Dhaka Zone.
- Promotions, Branding and Brand Management decisions.
- Strategy formulations and combine tactics on case to case basis.
- Targeting, Budgeting ROI etc. periodically to ensure steady growth.
- Financial Management, Collection vs. Expenses, Investment port-folios, Budgeting & Planning. Asset Management.
- Represent the Company to its clients, partners, designing and operational bodies, Govt. and Semi-Govt. Agencies, consultants etc. to get the jobs done.
- Plans to boost motivation, sales and collections.

Managing Director (Jun-2011 to Feb-2017)



Toma Group (Toma Properties Ltd) Dhaka

A sister concern of "Toma Construction Ltd. (Toma Group)", one of the Construction Giants of Bangladesh with significant number of successful multinational Construction, Development, Turnkey and Consultancy projects in credit, which ranges from – Residential to Commercial, Govt. establishments, Road & Highways, Bridges/Flyovers & Culverts, Railway Tracks, Embankments, Ports, Silos and many more.

- Act as Managing Director and Operational Head to operate, manage, supervise, decide and authorize on ventures of Real Estate Operations with a combined Portfolio of around Tk.1600 crore (Approx.).
- Land Docs vetting with drafting of DOA & POA from Legal.
- Approving the designs according to FAR Rule from Raj-uk, Ministry of Works and National Housing Authorities etc.
- Targeting, Budgeting ROI etc. to ensure steady growth.
- Financial Management, Collection vs. Expenses, Banking, Investment port-folios, Budgeting & Planning. Asset Management.
- Supervise and decide on Designs, Construction modules and materials, Purchase, Standards of finishing etc.
- Act to represent the Company to its clients, partners, designing and operational bodies, Govt. and semi-govt. agencies, consultants etc. to get the jobs done.

RESPONSIBILITIES:

Sr. General Manager (Aug-2006 to May-2011)

RESPONSIBILITIES:

Sr. Manager (Mar-1996 to Jul-2006)

RESPONSIBILITIES:

Amin Mohammad Foundations Ltd. (AMG)

Established during 1988, The Company basically is a large Real Estate conglomerate and a reputed one with project of both Real Estate Development and Land plot segments all successfully run managed with success stories.

- Business Development by successfully negotiating profitable new ventures for Real Estate Developments at prospective locations around Dhaka City.
- Preparing Feasibility with market intel and finishing standards.
- Negotiate with Land Owners for a win-win settlement.
- Supervise Architectural designs and Construction standards.
- Selling Apartment & Commercial Projects.
- Selling Lands as Plot.etc.

Concord Group (Concord Real Estate & Building Products Ltd.) Dhaka

Established during 1974, The Company used to head by some renowned professionals from Architecture and Engineering backgrounds with expertise which yielded some Landmark Projects of Construction, Development, Turnkey in his credit which ranges from – Residential to Commercial and Heavy Industrial to Airports including several overseas projects to it's credit.

- Act as Operational Manager to operate, manage, supervise, decide and plan on ventures of Real Estate Operations of the Company.
- Leading Sales, Branding and Marketing, Targeting, Budgeting ROI, New Business venturing and Developments etc. periodically to ensure steady growth.
- Act to represent the Company to its clients, partners, designing and operational bodies, Govt. and semi-govt. agencies, consultants etc. to get the jobs done.

Thanks a lot for your kind attention.