

Wasan Khatib (Gabreal)

Head of Sales & SCM – Shujog earn|shujog| iSocial

e-commerce Supply chain Management for BOP Community.

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Academic Qualification:

- **M.B.A** Major in **Marketing** from **University of Chittagong** (CBA) In 2014.
- **B.B.A.** Major in **Marketing & International Business** from **North South University** In 2010
- **H.S.C.** in Business Studies from **Govt. Commerce College Chittagong** In 2004
- **S.S.C.** in Science from **Chittagong Govt. High School** in 2002

Experience:

Total Year of Experience: 10 Year(s)

1. Head of Sales & SCM

(June 2021 to Continue)

iSocial (social enterprise)

Duties / Responsibilities:

Commercial Partnership, Sales Management, Supply Chain Management, Project management (DANIDA, Nestle), Liaison with ICT ministry, NGO Buro, BACO, e-cab etc.

2. Deputy Manager- Business Development

(January 15, 2019 to March 31 2021)

Bashundhara Group| Sector A

Duties / Responsibilities:

New Project development, new product development, Suppliers relationship management, Quality assurance coordination, Co-ordination of export business, Factory operation co-ordination, Explore affiliation opportunities with Strategic associates (Govt. Organization, Ministries, Embassy, PMO) / International Agencies (IFC, World Bank, ADB, JiCA) / Trade Bodies (FBCCI, DCCI, BGMEA etc.) / Think Tanks (CPD, PRI, BBS) / International NGOs' to facilitate growth of business.

Achievement: Pipe line projects (Bun, Bread, Cake, Puff, Rusk, Biscuit, Cookies, Wafer, mustard oil plant, Frozen), Successfully commission and trial production of Vermicelli and lacha line, Puff rice machine, instant noodles line, cream roll machine, chanachurli machine, spice plant, tomato sauce line, potato chips line.

3. Head Of Business

(October 1, 2018 - January 12, 2019)

Tex Focus Corporation

Duties / Responsibilities:

Oversees and leads a division-wide team of experts in the area of international trade and international business development. Provides business advice and assistance to CEO in importing, exporting, international market development and other international business activity. Update and maintain a customer relations management system. drive compliant and profitable strategies to optimize supply chain while understanding key risk drivers, challenges, and implications of cross boarder product movement

Achievement: Introduce new categories like travel agency, Trading of steel raw material & Water treatment machines distribution. Representation of a Indian chemical company in Bangladesh

4. Regional Key Account Manager

(September 16, 2017 – September 16, 2018)

Dan Foods Ltd

Duties / Responsibilities:

New client development along with achieving quarterly team sales KPI, Lead team of 30 people, Report to marketing director regarding regional sales, collection of payment, product return, product development, corporate sponsorship, competitor activity.

5. Marketing Manager

(October 1, 2015 - August 30, 2017)

Tex Focus Corporation

Duties/Responsibilities:

Lead team of 10 people for executing export order of readymade garments, keeping close contact with internal & external stakeholder for smooth operation of order delivery at lead time. Create monthly sales action plan for garments machineries. Channel development for chemical, motor parts and stone trading, working closely with Head of Business for achieving monthly target.

Achievement: Introduce new categories like: Chemical, Motor parts, food distribution unit & stone trading business.

6. Assistant Manager, Chittagong Division

(November 17, 2013 - August 30, 2015)

Bikroy.com

Duties/Responsibilities:

Responsible for driving the entire set of business lines by building and leading team of 17 people in Chittagong. Create the monthly operating plan

and sales action plan for Chittagong, working closely with Top Management. Build, train, manage and lead a team to visit client & attending customer queries, executing marketing efforts (Danglers/Signage/Banners etc.) seamlessly with dealers etc. Develop and maintain the Bikroy.com partnership network with key stakeholders in the city - especially dealer principals. Plan for new joiners. Prepare attendance report on monthly basis for the team. Monitor & inform burning issues to Manager. Make sure executives keeps KPI sheet accurate & up to date. Generate customer insight to feed into and shape product development plans.

Achievement: Best key account manager in 2014, best team in 2015.

7. **Assistant Manager, Operation**
(December 01, 2010 - April 02, 2013)
Accentuation event & advertising
8. **Trainee-sales**
(May 15, 2010 - November 30, 2010)
Fresh Cement Industry
9. **Trainee- Production Executive**
(February 01, 2010 - April 30, 2010)
Altex Industry Limited

References:

- **Syed Farhad Ali reza. Executive Director.** HOD, Supply chain (Service Industry)
Bashundhara Group| Sector A
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