



## Objective

Having achieved the first position in academic, co-curricular and corporate scopes in multiple sectors both nationally & internationally, I strive to thrive in situations that challenge & change me to be a better version of myself. I fit best in roles that require consumer analytics, reporting visibility & dashboard management, project management, product management, market research, data analysis, stakeholder management, GTM strategy planning, project execution and user experience design.

# Ahmed Junaid Kabir

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## Business Skills

- Consumer Data Analysis
- Data Prediction & Analytics
- Product Strategy Planning and GTM Formulation
- Internal & External Stakeholder Management and Communication
- Market & Competitor Data and Trends Research, Analysis and Action Plan Design
- Business Case Preparation according to Product Vision
- Product Ideation/Conceptualization, Development & Delivery Coordination
- Technology Product Management
- User Experience and User Interface Design

## Projects

- Just for Baby
- MyBL App Revamp
- SDG Hackathon
- eShop Transformation
- Tele-sales Overhaul
- EB Battle Card
- B2B Integrated Platform Project

## Experience

- **Manager**, Customer Journey & Experience, Banglalink (01/02/2022 – Present)
- **Manager**, Enterprise Business, Banglalink (15/10/2020 – 31/01/2022)
- **Management Trainee Officer**, SAP, Banglalink (01/04/2019 – 14/10/2020)
- **Intern**, Brand Marketing, Marico (01/01/2019 – 31/03/2019)

## Education

- **BBA | 2018 | IBA, DHAKA UNIVERSITY**  
CGPA: 3.36 | Major: Marketing | Minor: Operations Management
- **HSC | 2014 | JHENIDAH CADET COLLEGE**  
GPA: 5.00 (In all subjects with scholarship)
- **SSC | 2012 | JHENIDAH CADET COLLEGE**  
GPA : 5.00 (In all subjects with scholarship)

## Achievements

- 'Banglalink CCO Awardee' for Outstanding Contribution in 2022. (2022)
- 'Banglalink Spot Awardee' for Extraordinary Performance in Q2. (2022)
- 'Highest Scorer' in the Management Trainee (SAP) recruitment of Banglalink. (2019)
- '1st in IBA Admission', Dhaka University, with a score of 97.2 out of 100. (2014)
- 'Champion' in the Asian English Olympics, as Bangladesh Team Leader. (2017)
- 'Best Position Paper Award' in the NSUMUN'15. (2015)
- '10th in 100,000+ candidates' in D-Unit Admission Exam of Dhaka University. (2014)
- 'Quarterfinalist' of the 'Corporate Open Debate Competition'. (2015)
- 'Coin of Excellence' for outstanding performance in cadet college life. (2008-2014)
- 57 Certified Online Courses from Project Management Institute (PMI®) and other recognized institutes via the platforms of edX®, Coursera and LinkedIn® Learning.

## Technical Skills

- **SQL/PLSQL/TSQL**: Extracting data by SQL/T-SQL, designing/developing dashboards
- **Microsoft Office Suite**: Microsoft Access, Word, Excel, PowerPoint, Outlook etc.
- **Adobe Creative Cloud**: Acrobat Reader, Lightroom, Premiere Pro etc.
- **Google Services**: Sheets, Forms, Sites, Slides, Docs etc.