

Sk Firoz Rashid

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PRESENT POSITION:

Working as **Territory Manager** at FDL – National Distributor of **Samsung** in Bangladesh from October 2020.

Major Responsibilities:

- * All Credit and cash Channel Management of Distribution as well as Brand Shop & retail.
- * Collection & Sales Team Management of Primary, Secondary and tertiary.
- * Cash flow, Credit & Collection management.
- * Lead inventory and supply chain management to ensure smooth retail & Primary stock.
- * Market credit, Invest & Risk Management.
- * Relationship Management.
- * Data Management, portfolio management and liquidity management.
- * FSM follow up and stock movement maintain.

Worked at The City Bank Ltd. as Officer (SME S Segment) from May 2019.

Major Responsibilities:

- *Hunting and make source of the potential business arena so that we can ensure quality portfolio with smooth recovery.
- *Investigate and analyze the business for the perfect selection of borrower with regular collection & recovery.
- *Establishing and maintaining a business relationship with existing and new client to mitigate the risk of classified loan or Non-Performing Loan.

Worked at United Finance Limited as Deputy Principal Officer (Sales Asset) from October 2017.

Major Responsibilities:

- *Assessment of credit proposal as per Product Policy Guideline.
- *Identifying potential sources of new business with smooth recovery & collection.
- * Coordinate with management team & other departments as per requirement

Worked at Brac Bank Limited as Customer Relations Officer (Officer Grade-1) in SME Banking Division from October 2016 to September 2017.

Major responsibilities:

- *Credit & asset analysis.
- *Hunting potential business arena so that we can ensure the growth of portfolio.
- *Monitoring existing client to ensure smooth recovery.
- *Take fruitful steps to decrease the rate of portfolio at risk.
- *Close monitoring of risky client so that we can control Day past due account.

Worked at Bank Asia Limited as Assistant Relationship Officer in Alternative Delivery Channel from October 2014 to September 2016.

Major responsibilities:

- *Confirmation of endorsement of passport against TQ card.
- *Allow or disallow E-commerce transaction as per rule of central bank of Bangladesh (BB)
- *Maintain (\$) International transaction of RFC, FC & ERQ account as well as TQ card.
- * ATM maintaining.
- *Maintain relevant operation in CBS.

TRAINING AND PARTICIPATION

1. Completed training (customer service) from Bank Asia training center.
2. Have a clear concept about Card division as well as ADC & operation.
3. Completed Pre Field Training and Post Field Training from Brac Bank Learning Center.

EDUCATIONAL QUALIFICATION:

| Degree | Passing Year | Name of Institution | Result | Concentration |
|--------|--------------|---|-------------------|---------------|
| MBS | 2012 | Habibullah Bahar University College, Dhaka. | Second Class | Marketing |
| BBS | 2011 | Govt. Azam Khan Commerce College. Khulna | 53%(Second Class) | Marketing |
| HSC | 2007 | Khulna Public College. Khulna | 4.40 | Commerce |
| SSC | 2005 | Boyra Dak Bibhagiyo High School, Khulna | 3.81 | Commerce |

INTERPERSONAL SKILLS AND COMPETENCIES:

- Excellent command over English and Bengali.
- Comfortable in using MS Word, MS Excel, MS PowerPoint, MS Outlook and relevant office application.

PERSONAL INFORMATION:

- Father: Sk Entaz Uddin
- Mother: Arsheara Begum
- Date of Birth: 05th May 1990
- Nationality: Bangladeshi (By Birth)
- Religion: Islam (Sunni)
- Sex: Male
- Blood group: o+
- Marital Status: Married
- National ID Number: 1006269672
- Present address: 62, Shantibagh masjid road, Dhaka.
- Permanent address: 102/01 Boyra main road, Choto Boyra , Khulna.

REFERENCE

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