

NIROB DHILON CHOWDHURY

Mobile: +880 1842595844 • Email: nirobdhilon@gmail.com

LinkedIn: <https://www.linkedin.com/in/nirobchowdhury>

Address: Uttara, Dhaka-1230, Bangladesh



RESULT-DRIVEN BUSINESS DEVELOPMENT PROFESSIONAL

- Offering around 8 years of experience

Business Development | Brand Management | Liaison & Coordination | Supply Chain Management | Strategic Planning

Seeking a challenging position in Business Development functions with an organization that helps to achieve professional accolades through developing the right partners, encompassing new account identification, negotiation with clients, preparing promotional strategy, and managing stakeholders

Diverse exposure & proficiency in building the bridge between the contractors, manufacturers and the end users

PROFILE SUMMARY

An accomplished and diligent performer with expertise and prowess of **8 years** in managing a gamut of activities spanning across Strategic Planning, Brand Management, Sales Operation, Distribution Network Management, Supply Chain Management, Global Sourcing, Vendor Management & Contract Management, Liaison & Project Coordination. Offering exceptional experience in managing cross-functional teams, and large operational environments. Proven ability to collaborate with diverse groups across all levels including sales operations, functional areas, & technical disciplines.

Unequivocal skills in managing effective sales operation and processes to assure continued success in client satisfaction; expert skills in ascertaining areas of issues & implementing changes to improve performances. Excellent interpersonal, communication, presentation, and consultative skills to interact with and influence senior people in the company.

Analytical
Skills

Problem-
Solving

Communication

Time
Management

Interpersonal
Skills

Leadership
Qualities

AREA OF EXPOSURE

- Acquired remarkable proficiency by conducting a brief feasibility study, data analysis & project planning.
- Instrumental in making sure overall adherence to company policy in spearheading entire procurement activities for construction projects and coordinating construction projects.
- Skilled in Project Presentation, Logistics operations, Material Management, and Supplier Development.
- Proven expertise in a gamut of activities such as supplier development, tender preparation, enlistment work, sub-contractor management, and other operational activities for development/construction (Civil & MEP) projects.
- Proven skills in strategic sourcing & developing new suppliers to purchase & re-sell various electro-mechanical equipment & construction materials such as VRF, Pump, Fire Safety Equipment, Electrical Equipment- HT, LT Switchgear, Lights, Generator, Transformer, Cables, Switch-Sockets, Security & Surveillance Equipment, Construction chemicals, stone chips, steel, pipe fittings, etc. Visited suppliers inside and outside the country during multiple foreign trips and attended trade fairs.
- Remarkable proficiency in managing various operations including Procuring materials, developing & managing vendors for Fire Fight Solution & HVAC Solution for M225 MW Dual Fuel CCPP at Bhola for Sterling & Wilson while managing vendors for AIS Substation on Turnkey Basis under Power Distribution System Development Project in Rajshahi Zone (Package No: AIS-3, 5).
- Performed as a fire safety project planner & procurement consultant for 200MW Chadpur Power Plant Project while functioning with China Northeast Electric Power Engineering & Services Co. Ltd. **(NEPCS)**.
- Steered & piloted Surface Water Purification project (H2GO) under the Department of Public Health Engineering **(DPHE)** of Government of Bangladesh (GOB) in remote areas of Bangladesh effectively.
- Recognized as Project Coordinator of "Fire, Electrical & Building Safety for Bangladeshi Suppliers of REWE Zentral AG".
- Proficient in numerous activities comprising Strategic Sourcing & Negotiation Skills, Vendor Development, Vendor Management, Operations Management, **Brand Management, Service Marketing, Buyer Behaviour & Change Management**.
- Skilled in developing strategic techniques & implemented accordingly for **brand promotion of ebitt, Fullblaze Pump, FireXpress, Domino Ink-Jet Printer, Hochiki Fire Alarm System, ABB LPS, and Tianjin Cable**.
- Studied Service Quality Gap and **SERVQUAL dimensions and Buyer Behaviour** in EMBA program.
- Displayed a clearer picture of Quality Management System, Social Compliances, and Safety & Environmental Compliances and executed training accordingly.
- Well-versed with many local and foreign consultants, government agencies, and architects and Japan Bangladesh Chamber of Commerce & Industry. **(JBCCI)**

KEY SKILLS

~ Strategic planning and Support	~ Procurement Management	~ Project Planning/Management
~ Sales & Marketing	~ Problem Solving	~ Business Development
~ Branch Operation	~ Negotiation	~ Operations Management
~ Quality Assurance	~ Tendering	~ Team Management
~ Stakeholder Management	~ Liaison & Coordination	~ Business Communication

ORGANIZATIONAL EXPERIENCE

**Since August 2019: Sterling & Wilson Pvt. Ltd. (Shapoorji Pallonji Group),
Manager- Sales & Marketing**

Key Deliverables:

- Elevating the Renewable Energy (Solar), MEP, Data Center, IFS, IEPC, Power T&D EPC businesses' operations through promotions & management effectively from the Bangladesh branch office. Acquiring a brief knowledge of local policies for project development, tax, and duty by carrying out thorough market research for large-scale development projects.
- Exploring and assessing opportunities in the Bangladesh market through identifying and following up project leads, carrying out promotional activities, monitoring upcoming tenders and using communication network.
- Maintaining close contacts with IPP, PDB and PGCB for T&D Projects, PWD & DPHE for government projects, private investors for Industrial, Commercial High Rising Buildings, Hospitality, Healthcare and Data Centre Projects.
- Establishing productive, professional relationships with key personnel in assigned partner accounts.
- Proactively leading a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
- Proactively assesses, clarifies, and validates partner needs on an on-going basis.
- To lead solution development efforts that best address end-user needs, while coordinating the involvement of all necessary company and partner personnel.
- Establishing strong communication with government agencies, consultants, stakeholders, local agents, architects, general contractors, civil contractors, real estate companies, developers and reporting back to the regional headquarter in Mumbai.
- Assisting foreign delegates to process VISA, prepare travel plan, arranging meetings & accompanying them in meetings.
- Adhering to legal, financial, and technical aspects through due diligence studies. Executing various activities including Bid/No Bid analysis and preparing customer profiling.
- Ensuring coordination for local & foreign suppliers by performing as a single point of contact for the projects in Bangladesh.
- Playing a stellar role in sourcing, negotiation, vendor selection, and contract negotiations for project proposal development.
- Providing guidance & assistance in tender submission deadline to the estimators.
- Following up with various departments within the company in all Projects related matters of the operation of the Project.
- Displaying a clearer picture of scope/specification, negotiating price, payment terms, and commercial terms to the local vendors / sub-contractors & ensuring quotations as per the specified items with their most competitive price.
- Overseeing the Post Shipment, Material Delivery, PSI needs, and developing technical submittals of procured goods for submitting to the end customer.
- Liaising with the third party in looking after customs clearance and transportation of offshore materials.
- Managing the operation of the Bangladesh branch office as an authorized representative of SWPL in Bangladesh.

Oct 2015 – Jul 2019: Emkay Enterprises Ltd. as Assistant Manager- Supply Chain Management

Key Deliverables:

- Performed a key role in Sourcing, Procurement, Vendor Management, Contract Management, & Project Coordination.
- Entrusted with accountability in initiating project planning, developing the feasibility study reports, project proposals, and project sales.
- Executed a gamut of activities for completion of activities comprising sourcing and signing distribution agreements with foreign manufacturers, analysing the market demand, making distribution plans, and **acting as the key liaison among clients, EPC contractors and suppliers/manufacturers.**
- Managing key accounts, supporting sales team to convert active leads into work orders, host periodical sales review meetings.
- Coordinated with various consulting firms for Brand promotion which includes Promotional Planning with Ad Firms, online marketing strategy, briefing sales team, sales support, visiting key clients if required, and project presentation.
- Steered the cross-functional coordination among various departments within the company and with external partners.
- Developed strong communication & coordination with various EPC construction companies and **consultants** and numerous government offices comprising PWD, DIFE, Rajuk, BFSCD, DPHE, BGB, CAAB, and CPA for the enlistment of the products.
- Coordinated with various govt. & non-govt. organizations including eGP, DIFE, SMO, BFSCD, and UNGM & assured enlistment of the company accordingly.
- Designed and managed the distribution network (channel marketing) for Hochiki and Domino Ink-Jet Printer. Worked with Denmark embassy for developing a market for FireXpress products in Bangladesh.
- Attended & accompanied foreign delegates during their visits.
- Forged easy approach with foreign Consultant, EPC Construction firms, and signed MOU.
- Played key roles in major business decision makings along with other HOD.

Jan 2015 – Apr 2015: Green Power Limited as Intern- Transformer Manufacturing Division

Key Deliverables:

- Played a stellar role in cost calculation of various operations & implementing cost-optimization techniques.
- Liaised with Business Development team & acknowledged orders accordingly.
- Oversaw the overall production of transformers & actively involved in process improvements to augment production.

EDUCATION & CREDENTIALS

- **Post Graduate Diploma in GB from Intuition of Business Administration (IBA)**, University of Dhaka- continuing
- **Executive MBA in Marketing and Operation & Supply Chain Management** from American International University- Bangladesh (AIUB) in 2020.
- **Post Graduate Diploma in Supply Chain Management** from International Supply Chain Education Alliance (ISCEA) in 2018.
- **Bachelor of Science in Electrical and Electronics Engineering** from International University of Business Agriculture & Technology (IUBAT) in 2015.
- **Higher Secondary** from Dania University College, Dhaka in 2010.
- **Secondary School** from Baliapara High School, Narayangonj in 2008.

IT Skills: Well-versed with Efficient in MS Office, MS Outlook, MS Excel, MS PowerPoint, IoT, and Google Datasheet

TRAINING & COURSES

- Professional Certificate Course on **Japanese Business Management** from **Waseda University**, Japan (WasedaX) in 2021.
- **An Introduction to Solar Energy Engineering** from Alison in 2022.
- An Overview of **Data Centre Physical Infrastructure** conducted by Schneider Electric University in 2022.
- Training on "Banking, LC, Shipping & Customs Process for Commercial & Supply Chain Professional" from bdjobs training in 2021.
- Introduction to Corporate Finance from Corporate Finance Institute in 2021. (Certificate No. 118809652)
- Internal Auditor Course on ISO 9001:2015 Quality Management System from B-Advancy Bangladesh Ltd. in 2018.
- Essential Analysis of Supply Chain and Logistics Management from Bangladesh-Japan Training Institute in 2017.
- CPI Certified **Corporate Social Responsibility Auditor** from Intertek, Bangladesh in 2017. (Certificate No: CSR02-02-11736)
- WARP Fire Safety Training (IRCA Approved) from WRAP, Bangladesh in 2017.
- Ethical Compliance and Social Audit Principles from Green Grade UK in 2017. (Certificate No: GGBD-UK-131217)

ACHIEVEMENTS

- Awarded for Best Performance in Business Operation-2017 by Emkay Enterprises Ltd.
- Acknowledged Najat Foundation Certificate of Appreciation- 2008 for achieving GPA 5.00 in SSC.
- Attained IUBAT Award for Academic Excellence in the Fall Semester of 2012 for achieving 4 out of 4.
- Bestowed with IUBAT Merit Scholarship of 100% tuition fees- 2011 to 2015.

EXTRACURRICULAR ACTIVITIES

- Planner at Lighter Youth Foundation (<http://lighterbd.org/>).
- Humanitarians at Global Goodwill Ambassadors (GGA).
- Trained Cricketer of Tangail District Sports Academy

REFERENCES

- **Mr. Rahul Banerjee**
HR Manager (WB & Bangladesh)
Sterling & Wilson Pvt. Ltd
7th Floor, Millennium City, IT Park, Plot 62, Block DN, Sector-V, Salt Lake, Kolkata, WB, India
E-mail: rahulb@sterlingwilson.com
Web: **www.sterlingandwilson.com**
Relationship: Present HR Manager
- **Mr. Soumendra Sankar Das**
Associate Professor- Department of Marketing
American International University Bangladesh
AIUB, Kuratoli Road, Dhaka 1229, Bangladesh
Cell: +8801713060083
Mail: soumendra@aiub.edu
Web: <https://www.aiub.edu/>
Relationship: Academic Instructor

PERSONAL DOSSIER

Date of birth: 1st December 1993

Linguistic Abilities: English (Fluent), Hindi (Basic), and Bengali (Native)