

Wasan Khatib (Gabreal)

Director- Business Development at GLS Corporation

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Academic Qualification:

- PGD Supply Chain & Project management (enrolled) from BIMS
- Graduate Diploma in Leather and Footwear Management from East West University In 2022
- 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

Certification:

- Lean Six Sigma White & Yellow Belt

Experience:

Total Year of Experience: 11.6 Year(s)

1. Director- Business Development

(May 1, 2021 to Continue)

GLS Corporation

Duties / Responsibilities:

New Project development, Suppliers relationship management, Co- ordination of export business, explore affiliation opportunities with Strategic associates: Trade Bodies (FBCCI, DCCI, BGMEA etc.) / International NGOs' to facilitate growth of business.

Achievement: Tag with suppliers like: Sumac International, vipa, Spacotech equipment, Detronix, OTC international, Gap polymers, Log Injection, DGDB Supplier of foreign principle. Project consultancy of Unitex group, east coast group and bashundhara group.

2. In charge - Business Development

(January 15, 2019 to February 17, 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, chanachurle machine, spice plant, tomato sauce line, potato chips line.

**3. Regional Key Account Manager
(September 16, 2017 – December 20, 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.

**4. Head of Business
(October 1, 2015 - September 1, 2017)**

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: Chemical, Motor parts, food distribution unit & stone trading business. Travel agency, trading of steel raw material & Water treatment machines distribution. Representation of a Indian chemical company in Bangladesh

**5. 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.

6. Assistant Manager, Operation
(December 01, 2010 - April 02, 2013)
Accentuation event & advertising

7. Trainee-sales
(May 15, 2010 - November 30, 2010)
Fresh Cement Industry

8. Trainee- Production Executive
(February 01, 2010 - April 30, 2010)
Altex Industry Limited

References:

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