

RESUME OF GIAS UDDIN

Mobile: 01712-002767

01972002767

E-Mail: giastrz@gmail.com



A results-focused apparel marketing and merchandising professional with experience in Marketing & Merchandising, Sourcing, Supply Chain, and Key Account Management.

Summary

- 16 years of experience in Marketing & Merchandising, Sourcing and Supply Chain Management in leading woven garments manufacturing group/factories.
- Experienced in especial woven outerwear i.e. the Real Down Filling, Fake Down Filling, Regular/Exclusive Padding Filling, Seam Sealed products, Heavy and Light weight Jackets/Parka, Bib, Overall, Coverall, Sportswear, Skiwear, Windbreakers, Hunting/Fishing Wears, Vests, Non-Padded, Lined/Un-lined, and Fleece Jackets Etc.
- Bottom wears like Swim Shorts, Denim, Non-Denim, Pants, Chino, and Cargo Shorts/Pants.
- Accomplished Team Leader with collaborative nature, confident, self-driven and responsive to demanding situations.
- Having strong sense of urgency, positive to take the challenges.
- Passionate to product diversifications and development with extensive experience in Time & Action Planning.
- Making and submission of samples with professional/industrial approach.
- Strategic planning/optimal utilization of available resources.
- Fast learner, pro-active and ingenious problem solver.
- Fluent and articulate communicator, flexible, and responsive.
- A self-directed, goal-oriented doer.

Skills/ Job Responsibilities Carried out:

- Developing and Implementing the Visual Strategy of New Business
- Market Sourcing, and Developing New Buyers/New Business.
(Especial/Regular Woven Garments- Outerwear, Sportswear & Bottom wears)
- Presenting Company's Products/Product Range/Strength and Capacity.
- Order Confirmation, Execution/Procurements
- Planning and Executing the Marketing Strategy
- Creating New Business Plan, Formulating Marketing Plan/Budget
- Executing Seasonal Marketing Strategy and Other Value Driven Factors
- Working Closely with Buyers/Buying Teams for New Developments.
- Receiving New Queries from Buyers/Agents and Developing the Products.
- Ensuring the Full Sampling Process within Deadlines
- Monitoring/Following-Up the Development Activities
- Ensuring Required MOQ, Inspection Procedures and Testing Parameters
- Ensuring Right Payment Terms, and Delivery Flow
- Product Pricing/Costings, Cost analysis, considering competitive market price.
- Price Negotiation with Buyers and Suppliers for Order Confirmation.
- Arranging significant meetings with buyers, and giving product presentations.
- Arranging factory visit of buyers to keep them impressed/satisfied.
- Administrating, Budgeting, and Business analysis.
- Product Developments and Approval of Samples and other raw materials.
- Enlistment of right suppliers/supplier's group as per products variety.
- Use of right materials for sampling to get a wow comment from buyers.
- Checking/reviewing the consumption of fabrications/fillers with CAD concern.
- Reviewing/Monitoring Fabric and accessories booking, and deliveries.
- Monitoring Inventory activities of store for both Quantity and Quality.
- Providing approval of fabrics & accessories as per buyer's requirements.
- Maintaining TNA/bulk production for on time shipment/delivery.
- Ensuring smooth execution of the orders up to shipment.
- Work with internal QA teams to share/pass the important information/comments.
- Managing uninterrupted Supply Chain for Fabrics, and other raw materials.
- Factory Selection & Production Progress.
- Subsidiary Work Control.
- Shipment Follow-up.
- Closing Reports.

Key Account Management:

- Developing relationships with decision-makers for business developments.
- Coordinating Marketing/Production Merchandisers, Designers, CAD Masters, Sample and Fabric's Technicians, Sample room In-charge, Planning Head to meet/maintain PCD/Planned Cut Date, Production Head for maintaining Bulk Productions and Delivery, QA Concerns for resolving their responsibilities related to quality, HR, Admin & Compliance for their respective supports, Commercial/Logistic Department for arranging materials in-housed and shipment booking timely, and Finance & Accounts for cost analysis/budgeting.
- Contributing to company's objectives by making its customers satisfied and profit margin ensured.

Buyers Handled:

C&A, H&M, M&S, Aldi, Lidl, BESTSELLER, Mother Care(Mother Care Global), Wal-Mart(USA & Canada), Primark, Costco/Gartex, HEMA, KappAhl, TEMA, TESCO, DECATHLON, Teddy(Terranova), next sourcing, Camaieu International SAS, Perry Ellis International, Sears Canada, Stradivarius/Inditex, S.Oliver, Calvin Klein through Golden Island/GIII Apparel Group, BOOTLEGGERS Canada, Intersport, Remington, ARMAND THIERY SAS, Wilson, Amerella(Ariella)International, Canada, Cabela's/Bass Pro Shops, Lucky Zone, GENTEC International, and other Local & Foreign Buying Houses & Garments Manufacturing Groups.

Present Job Details:

Company Name : APEL (Apparel Plus Eco Limited)/TNZ Group.

Proposed Green Factory, the Flagship Facility of TNZ Group.

Woven Garments (Outerwear/Bottom Wears-Heavy & Softline) Manufacturing Facility. (Real down/Fake down filling, Padding filling and all kinds of Seam-Sealed Products, Bib/Overall, Coverall, Fishing/Hunting Vests, Sportswear, Skiwear, Fleece Jackets, Jogging Suits, and the Bottom wears like Swim Shorts, Cargo/Chino Pants and many more. It's a project of 56 Lines(works in progress) at Jogitala, Dhaka Bypass Road, BRRI, Gazipur, Bangladesh.

Corporate/ Head/Marketing Office at DOHS, Mohakahali, Dhaka-1212, Bangladesh.

Designation : DGM Marketing & Merchandising.

Duration : 2-September-2020-(Continuing)

Previous Job Details:

Company Name : SKYLIFE BD Fashion Ltd. (Local Buying House)

DOHS Baridhara, Dhaka.

Designation : Head of Marketing/Sourcing/Buyer Development.

Duration : 1-April 2020-30-August-2020

Company Name : YAGI Bangladesh Garments Ltd. (Ashulia, Savar)
Intraco Design Limited. (Uttara area)
Intraco Fashion Limited. (Uttara area)

Woven Garments (Outerwear/Denim/Bottoms) manufacturing Factories.
Corporate/ Head Office at Uttara, Sector#11, Dhaka, Bangladesh.

Designation : Head of Marketing & Merchandising.

Duration : 1 March 2020-25-March-2020 [COVID-19 Issue]

Company Name : Monno Attire Ltd. (Monno Group of Industries).
Proposed Woven Outerwear Manufacturer.

Designation : Head of Marketing & Merchandising.

Duration : 1 September 2019-29-February 2020

Company Name : TRZ GROUP.

(3 Outerwear Factories); 4400+ Manpower at Gacha Road, Gacha, Gazipur. A well-established and leading woven garments manufacturing group in Bangladesh. It is one of the pioneers in manufacturing the very especial woven garments (Real down filling, Fake down filling, Padding filling and all kinds of Seam-Sealed Products, Bib/Overall, Coverall, Fishing/ Hunting Vests, 6 in 1 Parka, Sportswear, Skiwear, Fleece Jackets, Jogging Suits, and the Bottom wears like Swim Shorts, Cargo/Chino Pants and many more.

Duration : January 2016-August 2019

Designation : Group AGM, Marketing & Merchandising/ Business Developments.

Duration : July 2012-December 2015

Designation : Manager, Marketing & Merchandising.

Company Name : 4A Yarn Dyeing Ltd., A comprehensive facility producing half a million pieces of functional jackets, Skiwear, mountain jackets, trousers having down, seam sealing and welding features. It is a well-established and leading woven garments factory of Team Group and located at Kaichabari, Ashulia(near EPZ), Savar, Dhaka.

Duration : June 2012(Couldn't continue as I didn't get released from TRZ finally).

Designation : Assistant Manager, Marketing & Merchandising.

Company Name : TRZ GROUP.

Duration : February 2010-May 2012

Designation : Assistant Manager, Marketing & Merchandising

Duration : February-2008-January 2010

Designation : Sr. Merchandiser, Marketing & Merchandising

Duration : February-2004-January 2008

Designation : Sr. Executive, Administration, HRD, and Compliance.

I was appointed first as a Management Representative for ISO 9001 2000 and ISO14001 2004 Coordinating and I was engaged to implement Factory Compliance like Social Compliance & SA8000(Buyers Code of Conduct) as well as the Environmental Issues in three 100% Export oriented Woven Garments Manufacturing Factories of TRZ Group.

Education Details

B.S.S. (Hons.) Public Administration; 2nd Class; 1996; University of Dhaka.

M.S.S. Public Administration; 2nd Class; 1997; University of Dhaka.

M. Phil. (Administrative Decentralization & Rural Development in Bangladesh).
(1998-99 Session). University of Dhaka.

H.S.C. (Arts); 1991; 1st Division, Dhaka Board.

Institution: Shaheed Smrity College, Kalkinee, Madaripur.

S.S.C. (Arts); 1989; 2nd Division, Dhaka Board.

Institution: J.B.P. High School, Kotalipara, Gopalganj.

Languages

Bengali: Native or bilingual proficiency

English: Working proficiency.

Membership-Organizations

Dhaka University Alumni Association, **DUAA, Life Member (7118)**

Dhaka University Public Administration Alumni Association, **DUPPA, Life Member.**

Training / Workshop / Seminar participated:

I actively participated in and satisfactorily completed the following Training/ Workshop/Seminars.

- **Compliance Issues and C&A Code of Conduct** organized by Service Organizations for Compliance Audit Management, **SOCAM** on 23rd February 2011.
- **C&A Supplier Awareness on Chemical and Physical Safety** at Spectra Convention Centre, Gulshan-1 organized by C&A and BUREAU VERITAS on the 8th February 2011.
- **Internal Audit of ISO 14001 Environmental Management Systems** for National Consultants and Participants from Pilot Companies jointly organized by the United Nations Industrial Development Organization(UNIDO), BSTI, Ministry of Industries, Bangladesh, conducted by the Federation of Indian Chamber of Commerce & Industry (FICCI), at the Institution of Engineers, Bangladesh, Ramna, Dhaka from 12th August to 14th August 2006.
- **The WTO Negotiations: A General Overview** Conducted by Bangladesh Foreign Trade Institute, (BFTI) from 24 June to 26 June 2006.
- **Improving Enterprise Competitiveness and Productivity** organized by the Bangladesh Employers Federation (BEF) in collaboration with ILO held in the Conference Hall at the 4th floor of the Chamber Building, 122-124 Motijheel C/A, Dhaka on the 30th March 2006.

- **The ISO 14001 Consultancy Training in Bangladesh** jointly organized by the United Nations Industrial Development Organization (UNIDO), BSTI, Engineering Staff College, Bangladesh (ESCB), and FBCCI, at the Institution of Engineers, Bangladesh, Ramna, Dhaka from 4th March to 15th March 2006.
- **Social Compliance & SA 8000** (Buyers Code Of Conduct) organized by BRIDDHI- A Seat Of Professional Learning, Dhanmondi, Dhaka from 18th to 21st Feb-2006.
- **Business Communication & Presentation Skills** organized by BRIDDHI- A Seat Of Professional Learning, Dhanmondi, Dhaka from 26th to 30th November 2005.
- **Trade Remedies: Imperatives for Bangladesh** conducted by Bangladesh Foreign Trade Institute, (BFTI) from 15 June to 16 June 2005.
- **Occupational Health and Safety** organized by Bangladesh Employers Federation in collaboration with ILO held in the Conference Hall at the 4th floor of the Chamber Building, 122-124 Motijheel C/A, Dhaka on the 30th to 31st May 2005.
- **Garments Merchandising, Operations, & Management** organized by Dhaka Chamber of Commerce and Industry (DCCI) in cooperation with German Technical Cooperation (GTZ) held at the DCCI Training Centre, Motijheel C/A, Dhaka from 07 to 14 August 2000.

Contractual & Personal Details:

Full Name : GIAS UDDIN
Mobile Number : 01712-002767/ 01972-002767

Present Address : House#174, (B-4)
Road#8, Block #F, Bashundhara R/A,
Dhaka-1229, Bangladesh.
Current E-mail : giastrz@gmail.com
Date of Birth : 06 November 1974.
Nationality : Bangladeshi by Birth.

Permanent Address : Village: Purbapara, P.O. Sitaikunda,
P.S. Kotalipara, Dist: Gopalganj.
Father's Name : Late Amzad Hussain Howlader
Mother's Name : Mrs. Hamida Hossain Parul
Marital Status : Married

Reference:

Mr. Abdul Kader Aavash Divisional Manager, TRITON TEXTILE LTD. Bangladesh Office, House-20, Road-99, Gulshan-2, Dhaka-1212, Bangladesh. Mobile# +8801713 082657	Mr. Shariful Islam Bhuyan (Shohag) Former Business Manager, M&S Presently, Divisional Head, QA Service HK Ltd. (Lidl) Giant Business Tower, Level 11 Uttara, C/A, Dhaka-12330 Mobile: +8801755 692950
Mr. Mozahid Islam Head of Design & Merchandising BESTSELLER United China Ltd. Concord Silvi(12th Floor), Plot#11A, Block-CWS(A), Gulshan Avenue, Dhaka-1212. Mobile: +880170 8496447	Mr. Tarikul Islam General Manager, Li&Fung Bangladesh Ltd. ABC Heritage, Jasim Uddin Avenue, Sector-3, Uttara, Dhaka, Bangladesh. Mobile: +8801730 041015
Mr. Mostafizur Rahaman Managing Director. METRO MAKER BD. House#206/5(1 st Floor), Lane#2 Baridhara DOHS, Dhaka-1206 Mobile# +880 1711-949393	Mr. Alamgir Kabir CEO, Kaiser Bekleidungs-GMBH House#6, Road#3, Nikunja, Khilkhet, Dhaka-1229, Bangladesh. E-mail: alamgir.kabir@kiser-fashion.com Mobile#+88 01730 050077
A.F. MD. Aktaruzzaman Chief Operating Officer (COO) TNZ Group Mobile# +88 01620-008462, +88 01716-155294	Mr. Shahidullah DC, Uttara Division, DMP. House#36, Road#1, Sector#6, Uttara, Dhaka-1229, Bangladesh. Mobile#+8801711934833/ +8801320041740