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| Application for: Manager, Merchandising. |

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| **MD.ZAHIDUL ISLAM ZAHID**   House 21, Road 6 B, Sector: 12, Uttara, Uttara East, Dhaka  contact phone icon01717300912, 01839583390  email iconzahidrahman1988@gmail.com, merchandiserzahid01@gmail.com   https://www.linkedin.com/in/zahid | job seeker photo |

**Career Objective:**

I enjoy the profession of Merchandising in the Manufacturing of Garments with great pleasure and I personally want to use my past experience with this profession to improve my personal life and company as well as contribute nationally to the economy.

**Employment History:**

**Total Year of Experience:** 12.9 yrs

**1. Team Leader/Assist. Manager. (Merchandising and Operations and Bulk) VFA, TBL NAPA,TNF (3.8 yrs)**   
(13 Sep 2021 - Continuing)   
  
**Debonair Group Ltd. Outerwear Jackets, Woven, Denims Manufacturer.**   
Area of Expertise:   
Marketing and merchandising (3.7 yrs)   
  
Duties/Responsibilities:   
Duties/Responsibilities: 1. Actively source and establish new buyer relationships with clients to Develop and implement sourcing strategies aligned with the company’s growth targets. 2. Work closely with the marketing and product development teams to align product offerings with market demands. Engage directly with buyers to manage and fulfill their specific requirements, ensuring high-quality service. 3. Foster long-term relationships with buyers through strong communication, timely updates, and professional handling of all queries. 4. Collaborate closely with the merchandising team to ensure smooth order processing and delivery. 5. Prepare detailed buyer profiles and market insights to support effective decision-making. 6. Participate in negotiations to achieve mutually beneficial outcomes for both buyers and the company. 7. Represent the company in international forums, exhibitions, and industry events to connect with potential buyers. 8. Develop and implement effective sales and marketing strategies to achieve set targets. 9. Monitor and evaluate emerging trends in garment trims and accessories, updating strategies as necessary. 10. Manage pricing strategies to ensure competitiveness in the market while maintaining profit margins. 11. Ensure on time payment, LC, UD & all commercial related documents from customer as per company policy & Negotiate contracts, terms. 12. Conduct periodic business reviews with senior management, highlighting achievements, challenges, and action plans. 13. Analyze Market trends and competitor activities to adjust strategies, as well as generate and qualify leads for new clients and markets. 14. Build and maintain strong, long-lasting customer relationships through regular meetings and communication & develop customized solutions for clients based on their needs and company offerings.   
  
**2. Sr. Merchandiser-(Development & Marketing, Development & Bulk) Buyer: VFA, TBL NAPA,TNF (4.1 yrs)**   
(9 Sep 2017 - 9 Sep 2021)   
  
**G.H Haewae Sourcing (Korea)Co Ltd.**   
Area of Expertise:   
Merchandising and marketing (4.0 yrs)   
  
Duties/Responsibilities:   
Woven, Denims, Outwear Jackets, Pants. Knit Directly working with Buyers on all Product Developments, Costing, and order 2. Yearly business plans and strategic framework. 3. Work closely with Technician Teams to involve in bringing Innovations and Sustainable Products to the table. 3. End-to-end responsibility in the process of business development, Order execution. 4. Ensure ongoing training, development, and constructiveBR5. Attained internal and external Factory audits as per brand requirements.   
  
**3. Marketing & Merchandiser. (Development and Bulk) (3 yrs)**   
(9 Sep 2014 - 7 Aug 2017)   
  
**Quabla Buying House. Outerwear, Woven, Knit product**   
Area of Expertise:   
Merchandising and marketing (2.8 yrs)   
  
Duties/Responsibilities:   
Duties/Responsibilities: Development, costing, Buyer & Supplier communication for development & materials sourcing. Various Types of Knit Products as Men`s & Ladies, T-Shirt, Polo shirts, briefs, boxers, Tank tops, A- shirts, Swims shorts, Baby Shoots, Hoddy, and Fleece Items.   
  
**4. Asst. Merchandiser (2.1 yrs)**   
(22 Sep 2012 - 20 Sep 2014)   
  
**4H Group**   
Area of Expertise:   
Development field (1.9 yrs)   
  
Duties/Responsibilities:   
Sample Development, Material Development, costing production follow up.

**Academic Qualification:**

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| **Exam Title** | **Concentration/Major** | **Institute** | **Result** | **Pas.Year** | **Duration** |
| Master of Arts (MA) | Communications Language and Literature. | International university | Second Class, Marks :50% | 2011 | 1 |
| Bachelor of Arts (BA) | Communications Language and Literature | National University | Second Class, Marks :50% | 2010 | 4 |
| Diploma in Textile Engineering | Apparel Manufacturing and Merchandising | BUFT | First Division, Marks :80% | 2013 | 1 |
| HSC | Aits | Sirajganj Govt. College | CGPA:3.5 out of 5 | 2006 | 2 |
| SSC | Science | Ghorachara High School | CGPA:3.19 out of 5 | 2004 | 5 |

**Training Summary:**

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| **Training Title** | **Topic** | **Institute** | **Country** | **Location** | **Year** | **Duration** |
| Supply chain management | Supply chain management | Abc Supply Chain Management Academy | Bangladesh | UK( Online) | 2022 | 6 Month |
| Fire safety Training | Fire safety & disaster management training | Bangladesh Fire service | Bangladesh | Chittagong | 2018 | 3 Days |
| Corporate Management training | Corporate management capacity | GH Haewae Co Ltd. | Bangladesh | Chittagong - EPZ | 2018 | 3 Days |

**Professional Qualification:**

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| **Certification** | **Institute** | **Location** | **From** | **To** |
| Diploma In Computer Science Application | Chittagong University Engineering & Technology- CUET | Kaptai- Chittagong | April 22, 2012 | April 10, 2013 |

**Career and Application Information:**

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| Looking For | : | Mid Level Job |
| Available For | : | Full Time |
| Present Salary | : | Tk. 105000 |
| Expected Salary | : | Tk. 155000 |
| Preferred Job Category | : | Garments/ Textile |

**Skill:**

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| **Fields of Skill** | **Description** |
| * Production Planning and Coordination * Good communication skill * Marketing Strategies | 1. Product Knowledge – Deep understanding of fabrics, trims, washing techniques, and garment construction.   2. Communication Skills – Strong verbal and written communication with buyers, suppliers, and internal teams.   3. Negotiation Skills – Ability to negotiate prices, delivery terms, and sourcing materials effectively.   4. Time Management – Managing multiple orders and deadlines efficiently to ensure on-time delivery.   5. Follow-up & Coordination – Daily coordination with factories, sourcing teams, and buyers to ensure smooth production.   6. Problem-solving Skills – Handling production issues, quality concerns, or shipment delays promptly.  7. Costing & Pricing Knowledge – Calculating accurate cost breakdowns and setting competitive prices. 8. Order & Production Management – Planning, executing, and tracking orders from development to shipment.   9. Quality Control Awareness – Ensuring products meet quality standards through inspections and checks.  10. Knowledge of Compliance & Sustainability – Understanding buyer compliance, labor laws, and sustainability practices.  11. IT & Software Skills – Proficiency in Excel, ERP systems, and other merchandising tools.  12. Trend Awareness & Market Knowledge – Keeping up with fashion trends and buyer preferences. I have been working with most of top branded buyers like TIMBERLAND, NAPAPIJRI, THE NORTH FACE, (VF-Asia) PVH, during my job tenure. I have prac knowledge on the various garment’s items such as Men’s Ladies Jackets, Woven shirts, Pants, denim jackets, shirts & pants. development, costing, CM/production planning/shipment schedule, purchase & overseas. - Also have clear concept about commercial sector such as UD, Bond, MLC, and B2B LC and others documentary as needed.  - All RMG testing RSL, GB Test, As buyer requirement (Fabric to Accessories). |

**Extra Curricular Activities:**

Athletics: Chess  
Student Government: Assistance Sectary of Student discipline & welfare community at Sirajganj Collect.   
Community Service:   
Arts: Watching Historical Documentary.   
Hobbies: Traveling, Reading Books.  
Educational and Academic Clubs: Cadet of BNCC at Chittagong Collect.

**Language Proficiency:**

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| **Language** | **Reading** | **Writing** | **Speaking** |
| Bangali | High | High | High |
| English | High | High | High |
| Hindi | Medium | Medium | Medium |

**Personal Details :**

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| Father's Name | : | Md.Sanaullah Sarkar |
| Mother's Name | : | Most. Jibannesa Khatun |
| Date of Birth | : | 5 Oct 1988 |
| Gender | : | Male |
| Height (Meter) | : | 1.78 |
| Weight (Kg) | : | 78 |
| Marital Status | : | Married |
| Nationality | : | Bangladeshi |
| Religion | : | Islam |
| Permanent Address | : | Hazi Bari, Sirajganj Sadar, Sirajganj |
| Current Location | : | Dhaka |
| Blood Group | : | O+ |

**Reference (s):**

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|  |  | **Reference: 01** | **Reference: 02** |
| Designation | : | Deputy General manager | Md. Ziaul Haq |
| Address | : | Mirpur, Dhaka | Nasirabad, Chittagong |
| Primary Mobile No | : | +880 1998-700818 | 01714471287 |
| Primary Email | : | Firoz.scm@debonairgroup.com | JJ international 11@gmail.com |
| Relation | : | Professional | Family Brother. |
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