# Yasin Anam |

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| Address: House#217, Block-D, Road#6 Bashundhara Residential Area, Dhaka 1229. |
| Mobile: 01711137987 | Email: yasinraad@gmail.com |

Professional Summary;

I’m an aspiring young professional with a proven experience in the Telecommunications and Export/Import Industry. I have a thorough understanding of Marketing, Supply Chain and International Trade acquired through formal education in Business Administration and my work experience.

Expertise

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| **Market Analysis**  **Logistics and Supply Chain Management Sustainability**  **Marketing Communications** | **Strategic Management**  **Business Process Re-engineering**  **Business Development**  **Demand and Sales Forecast** |  |  |

aci chemicals ltd 

**Executive, Product Management | March 2019- Present**   
**at ACI Chemicals LTD**

**Job responsibilities include**:

* Assessing **market competition** by comparing the company's product to competitors' products.
* Maintain technical knowledge about the product portfolio, collect and archive **TDS, MSDS and COA** of products
* Planning **sales roadmap** for product line by defining product **marketing communication objectives.**
* Obtaining **product market share** and working with sales director to develop product **sales strategies.**
* Collaborate with **Business Development team** to assist with **sourcing**.
* Assessing product market data retrieved from field salespeople and evaluating sales call results. And preparing short and long term sales forecasts based on data retrieved from salespeople.
* Analyze Bangladesh’s **local industry demand** and order pattern, Combine **statistical forecast** with commercial **marketing intelligence** to provide forecasts on demand.
* Support **inventory management**, to optimize cash flow, having the right inventory coverage versus sales, reduction of slow and non-movers.
* Align **budget** and latest sales estimation with planning forecast.
* Recommend the nature and scope of present and future product lines by reviewing product specifications and requirements and comparing them to the local demand; appraising new product ideas and/or product.

Work History

**Product Support Executive** for **Grameenphone. (October 2018-February 2019)**

* Work with technical teams for all Voice product formulation and ensuring proper **Product Life Cycle Management (PLCM)**
* Developing **(Requirement Specification) RS** and test cases for products and offers to identify discrepancies.
* Conducting pre-live and post-live **UAT** by collaborating with **RAFM, CEX and Business Support System.**
* Support the Product manager with pre-launch activities.

Intern At Robi Axiata LTD (October 2017- January 2018)

* Assist with documentation during the roaming merger of Robi Axiata and Airtel Bangladesh

Academic Qualifications

* **BBA in Marketing (Finance minor) (Independent University Bangladesh – (2014 –2018)**

**CGPA: 3.25**

* **A LEVEL in Physics and Mathematics (European Grammar School – 2013)**
* **O LEVEL in Physics, Chemistry, Biology, Human Biology, Maths B, Pure Maths, Accounting, English and Bengali (Bay View School – 2011)**

Training, Seminar & Competitions

* Volunteered on various seminars as an undergraduate.
* Attended specialized training on MS Excel conducted by ACI Limited Training division.
* Attended development oriented training “**SWOT Analysis for Future Design**” conducted by ACI Limited Training division.
* Attended specialized training on MS PowerPoint and presentation skills conducted by ACI Limited Training division.
* Participated on “**ISCEA Ptak Prize – Supply Chain Case Competition.**” and won 60% scholarship on ISCEA Certification course.

References

**Name: Md Golam Kibria**

Designation: Senior Specialist

Company: Grameenphone.

Address; GP House, Bashundhara

Contact: 01711504613

Email: m.golam@grameenphone.com

**Name: Khaled Hasan**

Designation: Business Development Manager

Company: ACI Chemicals LTD

Address: Novo Tower, Tejgaon I/A

Contact; 01700701708

Email: khaled.hasan@aci-bd.com

I hereby certify that all the information stated in this curriculum vitae are true and complete to the best of my knowledge. I authorize you to verify information provided in the curriculum vitae

**Yasin Anam**

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