QAREEB AHSAN

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EDUCATION

B.Sc. in Computer Science & Engineering   Feb 2024 – Expected 2028
North South University   *Dhaka*
- Complementary coursework: Project Management, Financial Accounting, Strategic Business Planning

EXPERIENCE

Chief Strategy Officer   Apr 2025 – Present
PaySuite Fintech Ltd   *Dhaka*
- Developed and executed multi-year strategic plans, identifying new service verticals and geographies—boosting projected revenue by 35%.
- Led cross-functional teams (product, operations, finance) to define OKRs, track KPIs, and adjust priorities in real time.
- Negotiated strategic partnerships with banks and mobile-finance providers, securing preferred-terms MOUs and reducing processing costs by 20%.
- Oversaw budgeting, financial reporting, and cost-control processes; implemented monthly forecasts and variance analyses.

Business Development Officer   Apr 2024 – Mar 2025
PaySuite Fintech Ltd   *Dhaka*
- Crafted and presented tender proposals and BOQs to prospective clients, achieving a 60% win rate on government and corporate bids.
- Managed end-to-end bidding processes: RFP analysis, cost estimation, contract drafting, and stakeholder sign-off.
- Coordinated pilot deployments at 15+ merchant sites; collected feedback to refine service features and optimize rollout plans.

Founder & CEO   Jan 2024 – Present
Purno (All-in-One POS)   *Dhaka*
- Mobilized a team of 3 developers to deliver an MVP POS system integrating card, MFS, and bank payments—all on a single hardware device.
- Secured regulatory clearances and vendor agreements; navigated permits and compliance requirements for pilot site installations.
- Designed and managed project budgets of BDT 1.2 M, tracking spend and renegotiating vendor contracts to stay within 5% of forecasts.
- Engaged directly with shop owners and financial institutions (including local MFS providers), cultivating relationships and troubleshooting operational issues on site.

Founder   Jul 2023 – Aug 2024
Frost (AI-Powered Chatbot)   *Dhaka*
- Architected an LLM-based support chatbot and oversaw its deployment on GCP, reducing support costs by 50% and resolving 85% of queries without human intervention.
- Negotiated service agreements with 4 enterprise clients, handling SLAs, pricing, and data-privacy clauses.

TECHNICAL SKILLS

Other: Project & Construction Management: Tendering, BOQs, bid evaluation, contract negotiation, Strategic Leadership: Long-term planning, business development, high-level decision-making, Financial Oversight: Budgeting, cost control, financial modeling & reporting, Stakeholder Relations: Government liaisons (RAJUK, BIWTA, LGED, PWD, REHAB), corporate & international partners, Risk & Compliance: Permits, land acquisition processes, labor-law adherence, dispute resolution, Digital Tools & Tech: PM software (MS Project, Asana, Jira), data analysis (Excel, Power BI), cloud platforms (GCP)

CERTIFICATIONS

Orange Corners Bangladesh Incubation

Buildspace (n&w S4) Participant

LANGUAGES

- Bengali
- English