



Muhammad Jamil - CV

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Professional Summary

Highly experienced Product Developer and Merchandiser with a strong background in the lifestyle industry. Proven expertise in optimizing purchasing operations, developing new business strategies, and driving product innovation. Adept at managing cross-functional teams, sourcing high-quality products, and negotiating supplier contracts. With a keen eye for design and a deep understanding of branding, I ensure that each product aligns with the brand's identity while meeting financial objectives. Currently I have pursued a Master's in Global Business Management in Finland, I aim to bring my leadership, creativity, and strategic mindset to your company

Core Competencies

- Product Development & Merchandising
- Supplier Relations & Sourcing
- Strategic Business Development
- Cross-functional Team Leadership
- Cost and Quality Management
- Market Research & Trend Analysis
- Data Analytics & Reporting (Power BI, Excel)
- Fluent in English & Bengali

Professional Experience

Global Product Developer

PULS Trading Far East Ltd. (H&M), Dhaka, Bangladesh | Sep 2019 – Aug 2023

- Led supplier relationships, developing short- and long-term plans aligned with business goals.
- Managed product lines including woven garments, swimwear, and accessories across multiple global markets.
- Spearheaded a team responsible for handling 15M trouser orders and 25M pieces of various products annually.
- Negotiated prices and deals for optimal profitability, while ensuring compliance with

international trade regulations.

- Conducted extensive market research to identify emerging trends and consumer needs, which informed product innovation.

Senior Merchandiser

H&M, Dhaka, Bangladesh | Sep 2019 – Dec 2020

- Led a team of 8-10 members, managing a product line of 22-25M pieces of apparel and accessories annually.
- Developed and executed business strategies for market expansion in collaboration with the buying office.
- Oversaw product sourcing, sample approvals, and ensured quality standards were met throughout the supply chain.

Product Merchandiser

H&M, Dhaka, Bangladesh | Mar 2013 – Aug 2019

- Managed a seasonal product capacity of 10-12M orders, leading a team of merchandisers.
- Oversaw the end-to-end product lifecycle, from concept to manufacturing and delivery.
- Trained teams in order follow-up applications (OFS, Castor) for seamless production tracking.

Assistant Manager, Merchandising

International Textile Procurement Services Bangladesh Limited (ITPS), Dhaka, Bangladesh | Jan 2009 – Mar 2013

- Managed Italian accounts, overseeing operations for sweater, knit, and woven products.
- Directed a 19-member team responsible for end-to-end product management, from development to shipment.

Education

Master in Global Business Management

KAMK University of Applied Sciences, Kajaani, Finland | 2023 – 2024

- Thesis: Comparative analysis of Finnish fashion brands and textile industry's sustainability initiatives.
- GPA: 3.25

Master of Business Administration (MBA)

BGMEA Institute of Fashion and Technology, Dhaka, Bangladesh | 2009 – 2011

Major: Apparel merchandising

- GPA: 3.74
- Thesis: Denim Product Manufacturing Process

Bachelor of Social Sciences (B.S.S)

University of Dhaka, Bangladesh | 1999 – 2004

Post graduate diploma 2021-2022

Major: Garments business

Institute of Business Administration (IBA), University of Dhaka

Professional Courses & Certifications

- Advanced Certificate in Business Administration – University of Dhaka (2019)
- Data Visualization & Dashboard Essentials – Microsoft (2022)
- Excel Essentials for Data Analytics – Microsoft (2022)
- Data Analytics Essentials – Microsoft (2022)

Language Skills

- English: Professional
- Bengali: Native

Recommendations

Shahriare Mahmood, PhD

Chief Product & Sustainability Officer at SPINNOVA

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