

Mushfiqur Rahaman

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Address: 641, East Manikdi, Dhaka Cantonment, Dhaka-1206



To pursue a career in a reputed and dynamic organization with the opportunity for professional career development in the related field. Also, contribute as a key individual for the company's growth.

EXPERIENCE

➤ **KITC Ltd.**

Senior Business Analyst, Business Development (Feb 2019 – May 2020)

Key Account Management

- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Leveraged strategic planning to penetrate key accounts.
- Boosted customer satisfaction by providing teams with training and skills to optimize service delivery in alignment with individual needs.
- Elevated account management by predicting potential competitive threats and outlining proactive solutions.
- Maintained responsibility of service, contracts, negotiations and reporting for account worth over \$1.3 million.
- Generated over \$500,000 in revenue during the first quarter of 2020.
- Prepared monthly, quarterly, and yearly plans for my team to ensure better performance.
- Acted as a one-stop solution for the client and took care of the escalations.

Vendor Management

- Overseeing 65-70 vendors, helping them achieve the daily target with the help of a proper route plan.
- Negotiated price with the vendors, which maximized profit by 14.5% than the previous quarter.
- Recruited 20+ vendors, helped them with training and onboarding process.
- Made weekly plans for each vendor so that they can work more efficiently and achieve targets.
- Evaluated their performance and guided them to improve their efficiency.
- Made a new strategy for the vendors which improved delivery time by 35%.

EDUCATION

➤ **Bachelor of Business Administration (BBA)**

East West University
Major in Marketing
CGPA 2.87 out of 4 (2019)

➤ **Higher Secondary School Certificate (HSC)**

Adamjee Cantonment College,
Dhaka GPA 4.90 Out of 5
Business Studies (2013)

➤ **Secondary School Certificate (SSC)**

BAF Shaheen College, Kurmitola
GPA 4.75 out of 5
Business Studies (2011)

EXTRA-CURRICULAR ACTIVITIES

- Administrative secretary at EWU Business Club
- Finalist of **Essonance Business Competition-2016** arranged by IUT
- Former **Brand ambassador** at Pathao.
- General member at **SBYA global** arranged **YY goshti 2016**
- Worked as a logistics head at **Inter-University Business Plan competition 2017**

SKILLS

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|----------------------|-------------------------|
| 1. Communication | 4. MS Excel, PowerPoint |
| 2. People management | 5. Observant |
| 3. Quick learner | 6. Tech-savvy |

REFERENCES

Adib Mohiuddin

Senior Territory Officer, Vendor Management
Kazi It Center
Phone: 01736434312

Apel Mahmud

Assistant Manager, Sales and Marketing
Omera Petroleum ltd.
Phone: 01777740159