

MD AL IMRAN

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Professional Experience

- **Asst. Manager – R&D and Corporate Sales** **POWERtrac Group (Protec Electronics Ltd)**
In-charge, Low Voltage
Web: <http://www.powertrac-bd.com/> Aug 2020 - Present
Responsibilities:
- ❖ Work with MRC (Market Research Center), develop sales opportunities by researching and identifying potential customer, deliver sales presentations, product/service demonstrations, and other sales actions to ensure positive business deals.
 - ❖ Collaborate with appropriate team members to determine necessary strategic sales approaches.
 - ❖ Provide technical and operational support of existing corporate customers.
 - ❖ Monitoring Digital marketing and Branding part of the company, like Social media marketing, Email Marketing and so on.
 - ❖ Determine and execute improved technologies of LV items with the help of R&D team, help the Commercial team to prepare LC by communicating with the foreign companies.
 - ❖ Survey and Research on LV products, Find Competitive Products, Select the best products depending on change of technologies, Class of people Etc.
 - ❖ Visit manufacturing plants in home and abroad for R&D and trading purposes. **e.g:** before the COVID situation, I've visited few LED and Solar manufacturing plants in Delhi, India
- **Assistant Engineer – R&D and Corporate Sales** **POWERtrac Group (Protec Electronics Ltd)**
Web: <http://www.powertrac-bd.com/> Nov 2019 - Aug 2020
Responsibilities:
- ❖ Work with MRC (Market Research Center), develop sales opportunities by researching and identifying potential customer, deliver sales presentations, product/service demonstrations, and other sales actions to ensure positive business deals via slide presentation and corporate AV.
 - ❖ Understand customer expectations on to-be manufactured product.
 - ❖ Determine and execute improved technologies of LED, Circuit Breakers, SDB, Cable Tray and Generators used by suppliers, competitors, and customers.
 - ❖ Work with MRC (Market Research Team), Find business opportunities in different companies and finally Conduct company visit to market the products.
- **Business Development Executive** **White Canvas Software Ltd – Bangladesh Office**
Web: <http://whitecanvassoft.com/> Jan 2019 – Nov 2019
Responsibilities:

Resume: MD. AL IMRAN

- ❖ Develop overall business using communication and IT skills.
- ❖ Improve Search Engine Optimization (SEO)
- ❖ Perform Digital Marketing via Email and Social Media.
- ❖ Provide customer support.
- ❖ Conduct company visits for promoting product and generating sales.

➤ **Customer Care Executive**

Web: <https://grameenphone.com>

Responsibilities:

- ❖ Manage inbound and outbound calls.
- ❖ Follow scripted communications when handling different topics
- ❖ Identify customer needs and provide solutions.

Grameenphone Ltd.

Nov 2015 – Nov 2016

Education

➤ **Bachelor of Science (B.Sc)**

Electrical & Electronic Engineering

Result: 2.63/4.00, 2nd Class (79% according to NSU Grading Policy)

North South University

Dhaka, Bangladesh

Passing Year : 2018

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

Science Division

Result: 3.90 (First Class)

Iswardi Govt College

Iswardi, Pabna, Bangladesh

Passing Year : 2012

➤ **Secondary School Certificate (SSC)**

Science Division

Result: 4.88 (First Class)

Dashuria M.M High School

Iswardi, Pabna, Bangladesh

Passing Year : 2010

Selected Projects

➤ **Myoelectric Prosthesis**

- Developed a myoelectric prosthesis arm for amputees with lost limbs.

➤ **Robotic Helping hand**

- Developed a new mechanism for helping disabled people.

➤ **Journey to the Mars**

- Developed a robot for researching on Mars for NASA Space App Challenge 2016

Selected Publications

➤ **A Prominent Smart Gas Meter**

- Published on IEEE Conference, Kolkata, India

➤ **A Prominent Robotic Mechanism for Agricultural Inspection**

- Published on IEEE Conference 2018, TamilNaru, India

Extracurricular Activities

➤ **Junior Executive**

CEC Club, North South University

- ❖ Worked as a Junior Executive in NSU CEC Club from 2013 to 2016

Dhaka, Bangladesh

➤ **Hospital Volunteer**

Shunno Healthcare Organization

Ishwardi, Pabna, Bangladesh

Resume: MD. AL IMRAN

❖ Conducted blood donation campaign for helping local people

➤ **Volunteering Member**

Utsash Foundation

Tata Memorial Hospital, Mumbai, India

❖ Helped cancer patients to collect blood and financial donations

Technical Skills

C Programming, PLC, MATLAB, AutoCAD, Photoshop

Language Proficiency

Bangla (Native),

English (Fluent in Reading / Writing / Speaking),

Hindi (Fluent in Speaking),

Chinese (Learning Stage)

References

Dr. Zaid Bakth Ph.D

Chairman

Agrani Bank Ltd.

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Development Studies

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Relation: Teacher

Dr. Mohammad Rezaul Bari

Associate Professor & Chair, Dept. of ECE,

North South University, Dhaka

PhD, University of Canterbury, New Zealand

MS in, Louisiana State University, USA

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Relation: Teacher