

# MD. NAFIS BIN ISLAM



A Relationship Manager, a Certified Supply Chain Analyst (CSCA) from ISCEA, an MBA graduate from IBA-DU and Mechanical Engineer from MIST.

More than **four years** of progressive professional experience in Key Account Management, Sales, Marketing, Product Promotion & Strategic Business Development.

Strong expertise in maintaining long term effective relationship with internal & external stakeholders with the goal of maximizing profit.

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## EXPERTISE

- Key Account Management
- Business Development
- Sales & Marketing
- Market Research
- Numerical Data Analysis
- Competitive Analysis
- Supply Chain Management
- Strategic Planning

## WORK EXPERIENCE

### 1. Senior Executive - Corporate Sales

**Toyota Bangladesh (Navana Limited)**

*From July '17 to till now*

Tasks & Achievements:

- Maintaining a portfolio of MNCs, Embassy, Local and Multinational NGOs, Local and Multinational Banks, Local & International Hotel Chains, Buying House, Textile and RMGs through developing and maintaining relationship with key people and providing pre-sales and after-sales support
- Prepared action plans and Introduced 06 New Toyota models in 2018 and 2019 in various segments of Corporates according to their purpose, and also working on launching of 02 new models in 2020
- Locating and Proposing of new potential business deals (B2B) by contacting potential partners
- On-boarded several Corporate Giants like British American Tobacco Bangladesh (BATB), Nestlé, Concord, Intercontinental Dhaka, Le Méridien Dhaka, Pan Pacific Sonargaon etc.
- Achieved 108% of total sales target in 2018



### 2. Relationship Manager – Supply Chain Finance & Business Banking

**Standard Chartered Bank**

*From March '16 to July '17*

Tasks & Achievements:

- Participated in sales calls for acquisition of New to Bank relationships through need based conversation & Regular follow up with the existing clients to provide one stop solution for any of their banking needs
- Maintained partnership with selected corporate clients (i.e. Unilever) and on-boarded their chosen suppliers and buyers, and provided working capital support to help make an efficient supply chain
- Maintained due diligence of supply chain partner accounts with up-to-date information
- Proactively achieved business targets assigned to the team maintaining all policies & regulations
- Assisted team leader by providing guidance to other team members for maximum utilization of all the banking systems used in SCB
- Groomed new members of team on how to reduce operating time and cost in terms of banking operations to make an effective supply chain partnership



### 3. Associate Consultant [Part Time]

SAPIEN Strategy Consulting & Research

From Oct '14 to Feb '16

#### Tasks & Achievements:

- Content developing, organizing presentation slides/course material
- Administering & maintaining liaison with participants in social networking sites.
- Coordinated more than 100 numbers of training events organized by SAPIEN.

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## ACADEMIC QUALIFICATION

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- ✓ Successfully completed **CSCA - Certified Supply Chain Analyst** program arranged by **International Supply Chain Education Alliance (ISCEA)** with a distinction of 88%
- ✓ **MBA in Finance & Marketing** from **IBA, University of Dhaka** in 2016 with CGPA 3.03 out of 4.00
- ✓ **B.Sc. in Mechanical Engineering** from **Military Institute of Science & Technology (MIST)** in 2013 with CGPA 3.13 out of 4.00

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## CERTIFICATIONS & TRAININGS

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- “**Sales Excellence: Science of Relationship Selling**”, “**Advanced Managerial Communication**”, “**Persuasive Business Presentation**”, “**Self-Leadership, Strategic Thinking & Personal Growth**” training programs organized by **SAPIEN** facilitated by **Mr. Mohammad Saif Noman Khan**
- 12 days long training program on “**Customer Service Excellence - Day 1 Readiness**” organized by **SCB**
- Participated in Specially customized 15 days long “**Foundation Training Course**” arranged by **BIBM**
- 2 days long Training session on “**Toyota Way of Sales & Marketing**” arranged by **Toyota Bangladesh**

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## SOFT SKILL

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|---------------------------|-------------------|
| - Relationship Management | - Negotiation     |
| - Customer Service        | - Public Speaking |
| - Sales Presentation      | - Team Building   |
| - Trend Analysis          | - Training        |

**Computer Skill:** Sound in Microsoft Word, Excel, Power point, Outlook, Teams, Power BI

**Editing Software:** Corel, Power Director, Adobe Photoshop CS, Lightroom, Adobe Premiere

**Interest and Hobbies:** Photography, Traveling, listening to music etc.

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## REFERENCES

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1. **Mr. Mohammad Saif Noman Khan**, Associate Professor, IBA, DU. Chairman & Chief Advisor, SAPIEN. Cell: (+88) 01715 058 104, Email: [saif.noman@iba-du.edu](mailto:saif.noman@iba-du.edu), Relationship: Academic & Professional
2. **Commodore M Munir Hassan, (E), BN (Retd.)**, Professor, Department of Naval Architecture and Marine Engineering, MIST. Cell: (+88) 01678 034 496, Email: [munir@name.mist.ac.bd](mailto:munir@name.mist.ac.bd), Relationship: Academic

“I CERTIFY THAT ALL INFORMATION STATED IN THIS RESUME IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE, I AUTHORIZE THE RECEIVER OF THIS RESUME TO VERIFY THE INFORMATION PROVIDED”

Yours Truly,

**Md. Nafis Bin Islam**