

RESUME OF MD. ABU KAWSAR PRODHAN HEMAL

About Myself



4 Years of Experience



+8801722966647



BSc in EEE Graduate



himelkawsar1991@gmail.com



House: 440, Road: 11, Block: F, Bashundhara R/A. Dhaka-1212, Bangladesh.



[linkedin.com/in/md-abu-kawsar-himel](https://www.linkedin.com/in/md-abu-kawsar-himel)

Career Objective

To pursue a challenging career in a progressive environment where learning, innovation and creativity are encouraged, where my skills and knowledge can be enhanced to their maximum potential to contribute to the overall success and growth of the organization. My ultimate goal is enabling people & organizations through multisector business initiatives.

Qualifications Summary

BUSINESS ANALYST | BRAND BUILDING | SALES MANAGEMENT | STRATEGIC BUSINESS DEVELOPMENT

- Specialized in delivering exceptional customer experiences through roles in IT consulting, solution design & delivery, marketing and business planning, successful history of building client relationships to deliver superior, personalized client service, cultivate strong business relationships, make real-time decisions in high-pressure environments, and resolve issues in a way that propels innovation and growth.
- Top performing sales and marketing executive offering an impressive over four (04) years background in national and international technology sales. Extensive experience in global sales strategies and cross cultural business environments. Provide comprehensive direction and leadership in highly competitive markets. Experienced selling software and high end security solutions; possess the knowledge and experience to implement strategic business plan to achieve high results.

Areas of expertise include:

- | | |
|-------------------------------|--------------------------------|
| ▪ Strategic Business Planning | ▪ Event/Campaign Management |
| ▪ Project Management | ▪ Corporate Communications |
| ▪ Marketing Communications | ▪ Fearless Technical Presenter |
| ▪ Branding & Rebranding | ▪ Team Building & Leadership |
| ▪ Digital Marketing | ▪ Direct Marketing |

Professional Experience(s)



13th May, 2018 – Continuing

Business Development Specialist – Software Sales & Marketing

Square InformatiX Ltd. (Sister Concern of SQUARE GROUP)

Address: Square Centre, 48 Mohakhali C/A, Dhaka-1212, Bangladesh.

Major Responsibilities:

- Performing key strategic marketing programs/projects as of communication tools including collateral, website, e-mail/nurture campaigns, national & international trade show campaigns, commercialization and other marketing related initiatives to achieve marketing plan objectives.
- Formed & led the entire business intelligence wing to work in government sector for the integrated software development i.e. SAP S/4HANA , Oracle E-Business Suite, smart solution portfolio includes the new Square Cloud, IaaS, SaaS, ERP Solution, software, Data Centre and IT Infrastructure development service.
- Partnership Management with Microsoft, SAP, Oracle, Barracuda, Dell, Cisco, Sophos, HP.
- Preparing EOIRFP response submission, technical, commercial and legal negotiations, contract closure and handover.
- Research, track and analyze new business opportunities, competitive intelligence and CRS' position within the marketplace.
- Work with technical teams to maintain organizational capacity statements and other support materials.
- Support the Director, smart solution in overall process of management and corporate decision making to ensure the organization maximizes its short, medium and long term profitability.

Key Contributions:

- Successfully established Oracle Gold partner network with Square InformatiX Ltd.
- I have participated in CEBIT ASEAN THAILAND 2018. In CEBIT, I have demonstrated SIL software solutions to 16 companies from 11 different countries and created opportunities for future partnership.
- I have successfully represented SIL in BASIS SOFTEXPO 2019. While there I have discussed our software solutions and other ICT solutions with the key personnel (i.e. Managers, Head of the department, MD, Chairman, CEO, CFO and others) in more than 65 companies.
- Successfully launched the new website for Square InformatiX Ltd. combination of ERP solution, Business software solution and mobile application service from leading Tech Company of SQUARE.
(http://www.squareit.com.bd/software/HOME/software_home.html)
- Client Acquisition: Pharmasia Ltd., One Pharma Ltd.



6th April, 2017 – 10th May, 2018

Project Coordinator – Learning and Earning Development Project (LEDP)**Radisson Digital Technologies Ltd.**

Address: 33 Kawran Bazar, Dhaka-1212, Bangladesh

(Jointly Managed and Implemented by Radisson Digital Technologies Ltd. and Ministry of ICT)

Key Contributions:

- Perform advanced professional work related to variety of planning assignments.
- Assist to prepare project budgets, administers bidding process.
- Maintain files and documentations of all the reports and records with a detailed spreadsheet.
- Review and process comprehensive plan amendments, re-zonings, annexations, site plans etc.
- Perform field inspections to gather data relevant to the development projects comply with approved plans.
- Provide updates on the project status time to time to the management.



8th January, 2017 – 30th March, 2017

Technical Analyst: Business Development**Department: Corporate Affairs (Tech Marketing & Sales)****Eicra Soft Limited.**

Address: House #06, Road #33, Gulshan-1, Dhaka-1212, Bangladesh

Key Contributions:

- Introduced extensive range of key products, including various PHP web script, mobile apps, readymade web application, custom web application development, custom e-commerce solutions and range of value-added revenue-generating projects
- Developed sales and marketing plan in support and executed sales.
- Designed and executed tactical sales and marketing solutions.
- Introduced a strategic call center service support product plan that met the unique needs of high-level corporate clients.



6th December, 2015 – 31st December, 2016

Senior Executive - Tech Marketing & Sales.

Department: Corporate Affairs

Company Name: Genuity System Ltd.

Address: Sruti Tower (4th Floor), Plot-8, Main Road, Block-Ka, Section-6, Mirpur, Dhaka-1236, Bangladesh.

Key Contributions:

- Bolstered sales and marketing efforts to produce a 45% increase in prospects through marketing of two major products: “gTalk” and “gPlex” through national and international marketing campaigns and major trade show unveiling.
- Increased 70% revenues within 11 months by executed “gPlex Call Center Solution” sales in the garments industry, pharmaceuticals, banks and financial organizations.
- Maximized sales and revenue growth selling by “gTalk IP PBX Solution”, penetrated competitive markets, and identified new business opportunities.
- Expanded interests in overseas markets by gTalk pin less mobile dialer service.
- Client Acquisition: Aristopharma Ltd., MBM Garments.

Fields of Specialization

- Expert in agile and waterfall project management methodologies. Known for ability to produce high-quality deliverables that meet or exceed timeline and budgetary targets.
- Profound knowledge of Information technology management.
- Sound knowledge of Research techniques, methods and procedures.
- In-depth knowledge of Systems analysis, development, planning and documentation methods, and standards.
- Proficient in the use of Microsoft Office tools including Microsoft Excel, Power-Point and Project Office.
- Key product launch, training and promotion.
- Planning, organizing, budgeting and team building.
- Revenue and profit growth strategies.
- Client liaison and relationship management.

Software Expertise

- Office Applications : MS Word, Excel, Power Point, Internet.
- Programming Language(s) : Microsoft Visual C/C++
- Drawing Software : Auto CAD, EdrawMax
- Micro-controller : AVR Studio, Arduino
- Simulation Software : MATLAB, Pspice, Proteus ISIS

Education

Exam Title	Concentration/Major	Institute	Result	Passing Year	Duration
BSc in Electrical and electronic engineering	Electrical & Electronic Engineering	United International University	CGPA:3.25 out of 4	2015	4 Years
HSC	Science	Government Science College	CGPA:4.2 out of 5	2008	2 Years
SSC	Science	A.K High School and College	CGPA:5 out of 5	2006	10 Years

Training Summary

Training Title	Topic	Institute	Year	Duration
Server Administration & Cloud Management	<ul style="list-style-type: none">Operating SystemSecurity FundamentalsData Communications and NetworkingVMware WorkstationWindows Server 2012Linux AdministratingCloud Management	BASIS Institute of Technology & Management (BITM)	2018	2 Months
Professional Training on Digital Marketing	Digital Marketing	ICT Division	2017	200 Hours

Extra-Curricular Activities

- Actively involved in all the sports & Cultural programs of UIU.
- Participated in organizing programs like Study Tour, Departmental Picnic and Project Show etc.

Personal Details

Father's name : Md. Abu Mosa Prodhan
Mother's name : Anar Koli Prodhan
Date of Birth : 31st December, 1991
Marital Status : Married
Nationality : Bangladeshi
Permanent Address : Village- Khalla, P/O: Safullahkandi, P/S:Banchharampur, District: Brahmanbaria



Reference(s)

Tanvir Ahmed Torophder
Assistant Secretary.
Ministry of Foreign Affairs.
Government of The People's Republic of Bangladesh



+88-01711026212



tanvir.ahmed@mofa.gov.bd

Nawsher Ahmed Shikder
Assistant Chief
Economic Relation Division
Ministry of Finance
Government of The People's Republic of Bangladesh.



+88-01712268402



nawsher.erd@gmail.com

Declaration

I hereby declare that the above mentioned information is correct to the best of my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

MD. ABU KAWSAR PRODHAN HEMAL

Bashundhara R/A, Dhaka
December 10, 2019