

Curriculum Vitae

MD MONIRUL ISLAM

Father : Md. Abu Bakkar Siddique
Mother : Mst. Habiba Akther
Present Address : Panthapath, Dhaka-1205.
Contact Address : Patabuka, Post: Binnati,
P.S+Dist : Kishoregonj
Nationality : Bangladeshi by Birth
Date of Birth : August 15, 1996
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PROFILE

- 4.5 Years+ working experience of Business and Technology Professional Position.
- Designed and coordinated sales packages, understanding of products and services, responding to client needs to ensure accuracy with sound knowledge of market characteristics.
- More Enthusiastic & Energetic with good analytical ability in all aspects.
- Skilled at learning new concepts quickly, working well under pressure, and communicating ideas clearly and effectively.
- Deep connection of contract procurers in different businesses (Cross Sales).

EXPERIENCE

Senior Technical Sales Executive (January 2020 – Current)

AIIM Global Limited (a concern of Abdul Monem Group)

Major Responsibilities:

- Product Management and Pre-Sales about ICT Products in Bangladesh Market.
- Build lasting client relationships, Identified and resolved client's problems.
- Ensure the client's need and respond accordingly with post-sales support.
- Close sales by effectively managing the sales process from start to finish.
- Actively follow up with weekly, quarterly and yearly sales target and achievement.
- Weekly customer visit plan and follow up and continuously update on sales funnel
- Conduct research in key industry verticals to generate target companies.
- Design & Develop marketing plan and activities as per direction.
- Coordinate the bid/tender process throughout the life cycle from lead generation/identification to preparing RFP/RFI/EOI/Tender response, proposal development in public, private and World Bank funded program to contract award.
- A mature, humble, professional, team player demeanor with excellent relationship skills. Articulate and able to communicate effectively at all levels.

Sales Specialist (September 2016 – December 2019)

Corporate Projukti Limited (Microsoft Gold Solution Partner)

Major Responsibilities:

- Responsible for preparing proposals, presentations and sales contract.
- Marketing and Sale with high value customer such as (Financial Institute, Group of Companies, NGO, Government and others Institute).
- Coordinate the bid/tender process throughout the life cycle from lead generation/identification to preparing RFP/RFI/EOI/Tender response, proposal development in public, private to contract award.
- Acting as the liaison between internal departments (sales, pre-sales, product team etc.) and OEM, distributors & customers Working in Tender Preparation, Pricing and Submission.
- Generating sales revenue through communicating and nurturing existing clients by providing solutions, consultation and maintaining strong relationship with them.
- Product management of Software Licensing especially Microsoft.
- Sales Co-ordinate of Microsoft cloud, Adobe software, Antivirus, Manage Engine, NAS Device with Hardware Server.
- Center point of contact for executing all operation level activities.

Jr. System Engineer (March 2016- August 2016)

Corporate Projukti Limited (Microsoft Gold Solution Partner)

Major Responsibilities:

- Provided support and maintenance of Microsoft Office 365 Business/ProPlus, Outlook Email, Calendaring & Scheduling. Performed trouble shooting issues of Office 365 including mail routing issues in a Hybrid Environment.
- Assisted clients by identifying problems, researching answers, and guiding clients through corrective steps.
- Network design by Visio and technical design
- Internal IT Support and Operating System installation and configuration.
- Volume licensing portal create and activation.

EDUCATION QUALIFICATIONS

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| • BSc in Computer Science & Engineering
Tenure: 2020 | European University of Bangladesh
Result: 3.59 (Out of 4.00) |
| • Diploma in Computer Technology
Tenure: 2015 | Sylhet Polytechnic Institute
Result: 3.36 (Out of 4.00) |
| • Secondary School Certificate (SSC)
Tenure: 2011 | Binnati Abdul Mojib Mollah High School
Result: 4.38 (Out of 5.00) |

PROFESSIONAL CERTIFICATION

- Cisco Certified Network Associate Routing and Switching (CISCO-200-120).
- Overview of Government Procurement for Service (RFP Preparation, Evaluation & Negotiation) from BACCO (PPR for Service (Stage-3).
- Project Management from Scrum Foundation Certificate (CertiProf).
- Barracuda Email Gateway Security Certified Sales Representative.
- Barracuda Email Gateway Security Certified Product Specialist.
- Barracuda Sentinel Certified Sales Representative.
- TrendMicro User Protection Essential for Sales.
- TrendMicro Small Business Essential for Sales.
- Sophos Endpoint Protection and Intercept X v5.5 - Sales Consultant (Sophos-SC101).
- Fortinet NSE-1, NSE-2 Certified.
- Awareness Certification from Muktopath & WHO.

TRAINING CURRICULUM

- Microsoft Office, Windows 10, SharePoint online, Office 365 & Azure Fundamental.
- Microsoft Software licensing, VLSC Portal & Basic Networking.
- Basic Training about DELL Server & Storage, Synology Storage, ZTE Surveillance, Fortinet, Cisco
- Licensing Training about Veritas Backup Solution, Acronics Backup Solution, TrendMicro, Sophos, VMWare, RedHat, TeamViewer, Real VNC, GoDaddy, DigiCert, Kaspersky, Symantec, Adobe, ZOOM Video Conferencing Solution, ManageEngine, Herta Solutions.
- Corporate Leadership Training from Online.

PROFESSIONAL STRENGTHS & SPECIAL SKILLS

- Thorough knowledge of CPTU authorized, Bangladesh Electronic Government Procurement (e-GP) tendering process; used by all government agencies and other actors of procurement community Possess excellent verbal and written communication skills.
- In-depth knowledge of ICT software and hardware, sales service and Procurement method.
- Ability to build good relationship with customers & handle multiple tasks and a great team player.
- Managing and co-coordinating a team & Possess good presentation and negotiation skills.
- High proficiency in using Microsoft applications and Adobe Acrobat Pro software environment.
- Good Knowledge about International and Bangladeshi Procurement Method.
- Pre-Sales about Server, Storage, Backup Solution, Security Solution & CCTV Solutions.
- Product Management and Project Planning about Microsoft On-premises Solutions.
- Cloud Technology Especially Microsoft Office 365, Microsoft Azure.
- RFP/ROI/Tender Preparation and Better Negotiation Skill.
- Leadership & Team Management in Corporate Culture.

PROFESSIONAL ACHIVEMENTS & SIGNETURE PROJECTS

- Successfully Completed Multiple Tender of “50+ ICT Active Directory, E-mail Solutions, SCCM, Skype, SharePoint, Microsoft Cloud Project Design and Handle, Especially Financial Sector like 20+ Commercial Bank in Bangladesh, Corporate & Privet Sector, NGO & Government’s.”
- Successfully 150+ deal handle directly and Manage Backend Operation Team.
- Designed and Implementation Team Lead Corporate Projukti Limited Billing App (ERP SYSTEM).
- As a Technical Support Engineer I have successfully completed Social Islami Bank Branch User and Network Migration and Configuration Project same as DBH, AIBL, Bank Al Falah, JBL, ZXY International and ACI Limited and a lot of Projects.

REFERENCE

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Md. Monirul Islam