



MD. SABBIR SARKER

BUSINESS DEVELOPMENT STRATEGIST

CAREER OBJECTIVE

To contribute in an organization where I can integrate my knowledge and skills to add value to the organization and explore my potential growth opportunity.

ABOUT ME

I have a proven track record of more than five years as a dynamic and motivated business professional. Significant portion of my professional life am working for startups has taught me a lot about how to build ideal brand & lots of things. I've success creating and leading cross-functional teams and making critical choices in difficult situations. I work well in teams and can handle pressure to produce the best work possible while adhering to a deadline in order to meet the company's objectives.

CONTACT

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CERTIFICATION

- Project Management Principles and Practices - From UCI
- Scrum Master - From Coursera
- Business Analytics - From Upenn

OTHERS ACTIVITY

Awards:

- Nasa Space Apps Challenge
- National Skills Competition
- BASIS ICT Award

Volunteer Work:

- Rover Scout
- Bangladesh Red Crescent Society

HOBBIES



WORK EXPERIENCE

BUSINESS DEVELOPMENT STRATEGIST

Khaas Food LTD

From May 2022 to Running

- Prepare Monthly Target, ROI & others Reports
- Coordinate Special Clients & Develop E-com, Dealer, Corporate and Modern Trade Channel.
- Follow up 15+ outlets, Sourcing, FG, Marketing, CX, and Logistics to maintain smooth operations

AUDIT & GROWTH SPECIALIST

Organic Online Bangladesh (Green Harvest)

From January 2022 to April 2022

- Solved Website & POS Technical Difficulties
- Increased Their 246% Online Sale
- I Did 15+ B2B & Ecommerce Partnership
- Saved 6 (Six) lac BDT from Crappy Ads
- Open 2 Retail Outlet & Expand Modern Trade

TECHNICAL PRODUCT MANAGER

Munchies - late night food delivery service

From February 2021 to December 2021.

- Coordinate Designer, Developer & QA Team
- Develop Website, Apps & all IT Products
- Planning & Design Marketing Campaigns
- Increased 456% Order & 382% Revenue

TECHNICAL PROJECT MANAGER

Inside Technology LTD

From April 2018 to January 2021.

- Requirements & ROI Analysis, Create Timeline
- Plan KPIs & Scope Project Resources
- Coordinate 20+ Team Members to build In-house Saas & deliver 100+ on premise
- Direct Contribute to get \$100k+ Revenue

EDUCATION

2022 Computer Science Technology

2018 Diploma in Engineering
Gov. Graphic Arts Institute

2017 Computer Technology

2016 Secondary School Certificate
Tangail Technical School & Collage

REFERENCE

SM DARAZUL ISLAM

Phone: +8801711083454
Head of Sales & Marketing
Khaas Food Ltd

MY KEY EXPERTISE

Hard Skills:

- Branding & Promotion
- B2B Partnership
- Online & Offline Campaign Design
- Content Calendar & Digital Marketing
- Event Management & Activation
- Team Management
- Vendor Management
- Retail Operations & Distributions
- Audit & Product/Service Development
- Planning & Sales Forecasting
- Sales Channel Development
- Prepare Financial Proposal & Budget
- Documentation & Good Presentation

Soft Skills:

- Good Communication
- Good Negotiation
- Resourcefulness
- Quick Adaptability
- Prioritization & Time Management
- SWOT Analysis
- Consumer Experience Analysis
- Road to Market Analysis
- Critical Thinking
- Influence & Motivation
- Managing Multi-functional Teams

Technical Skills :

- HTML, CSS, JS, PHP, C#, MYSQL, Unity3D
- WordPress, Wix, Shopify, Magento
- Photoshop, Illustrator, Canva, Camtasia
- Slack, Asana, Trello, Basecamp, Jira, Git
- HubSpot, Zoho, Jovin
- Google Analytics, Hotjar, Power BI
- Email, SMS, Google & Facebook Ads
- Word, Excel, Powerpoint

PORTFOLIO CLIENTS

- Battery Low Interactive** - Game Dev. Company
- Partex Furniture** - Furniture Mfr.
- Karatoa Courier** - Logistics
- Charidike** - Ecommerce
- Taja Foods** - FMCG Supplier
- Steel Tech** - Steel Mfr.
- Robi Axiata Ltd** - Telecom
- Unicef Bangladesh** - Social Enterprise
- Radius Pharma** - Pharmaceutical
- Scicoso** - Fashion Brand

MTS AISA SIDDIKI

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