**Md Rabiul Sarker**

**DOB: 06/12/1990**

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**Dhaka-1205, Bangladesh.**

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Summary:

Experienced in **Business Development** role with a demonstrated history of working in the Banking & Financial industry; Skilled in **Market Research, Quality & Quantitative analysis, using Passport (Euro monitor) for extensive market research, Trend analysis, Relationship Management, Teamwork** etc. apart from that I consider myself as a diverse knowledge equipped person based on my diverse work and study as well as relationship with people from diverse cultural background.

**Core Competencies:**    
-Designing product & services according to Hofstede cultural analysis.   
-Critical analyzing skills on issues related to trade policy, business environment etc. –Process development, analysis & reporting.

**Experiences:**

**January 2020- Present:**

* **Management Consultant** at **Assist Management Consultancy.**

Duties/Responsibilities:

* Coordinator of total ERF (Export Readiness Fund) project under Ministry of Commerce and funded by World Bank.
* Having experiences ESQ (Environment, Social and Quality) auditing 4 leather factories under ERF project.

**August 2018- Present:**

* **Business Development Manager, Bangladesh Market** at **OFO Tech SDN BHD, Malaysia.**

Duties/Responsibilities:

* Analyse the market opportunity, collaborating our technology with internal-external stakeholders especially from Private and Public sector.
* Design products and service for generating new sales & retain existing customer happy.

Responsible for managing Supply Chain in a small scale.

* **July 2016- February 2018:**
* **Business Development Officer (Grade: 9), Employee Banking** at **Standard Chartered Bank.**

Duties/Responsibilities:

* Aiding my Supervisor in meeting customer needs collaborating with internal stakeholders especially Credit and Loan Ops, on-boarding new companies under the Employee Banking proposition, enhancing relationship with the existing Employee Banking customers, achieving the set target of new sales, etc.
* Unify sales and service campaign in assigned company territories for boost up new sales & retain existing customer happy.

Individual Achievement:

* In April 2017, being awarded as a Saadiq Star of the month.
* On boarded a local large company under employee banking proposition.

**Education:**

* **July 2013-June 2015**: Graduated in **Master of International Business** (MIB) from ***Monash University, Australia. (QS Rating: Ranked at 73 amongst the Top 100 universities in the world)***. (WAM: 59%).

***Completed Coursework***: Marketing & the international consumer, International marketing, E-business, International Management, Int. Business, Int. Business Strategy, Int. Economics, Cross cultural Management & Communication, Int. Business, Accounting for Int. manager, Options futures & Risk management, Int. trade Law, Contemporary issues in Globalization.

* **2008-2012**: Graduated in **Bachelor in Business Administration** (B.B.A).Major in **Finance & Marketing** from ***University of Liberal Arts Bangladesh (ULAB)***. (CGPA: 2.94 out of 4).
* **2007**: Completed Higher Secondary Certificate (H.S.C) in **Business studies** from ***Dhaka Commerce College, Bangladesh***. (CGPA: 3.90 out of 5).
* **2005**: Completed Secondary School Certificate (S.S.C) in **Business studies** from ***Munshi Abdur Rouf Rifles College, Bangladesh***. (CGPA: 3.94 out of 5).

Major Research Works:

***Electronic Commerce: E-Business plan***

We developed an E-Business plan for Seri Seri Malaysia; a 3 star hotel that wants to gain competitive advantage, we came up with differentiation strategy by using e-business platform to gain competitive advantage over the similar category rivalry.

**International Business Plan:**

We have analyzed country specific capabilities, trade policy with regional countries, market opportunities offerings etc. Internationalization process- Push of pull factors, External & Internal triggers, Entry mode & overall business development strategies.

**Training Summary:**

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| |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Training Title** | **Topic** | **Institute** | **Country** | **Year** | | Advanced training course on Research Techniques. | Overview Research methodology, Literature Review, Research Proposal, Questionnaire, Design and data collection & analysis, Hypothesis &Regression analysis, SPSS, Excel, Stata uses method etc. | Bureau of Economic Research, University of Dhaka | Bangladesh | 2017 | | Introduction to Python and Big Data Analysis | Basic python, Advanced python, Part 1 & 2, Database, Big Data Concept,  Big Data Part 2 (PySpark)  Implementation etc. | Center for development of IT Professionals (CDIP) established at **United International University (UIU).** | Bangladesh | 2020 |  |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Certification** | **Institute** | **Location** | **From** | **To** | | Microsoft Office Specialist | New Horizons CLC of Bangladesh | House # 7, Road#4, Dhanmondi, Dhaka - 1205. | September 1, 2012 | December 30, 2012 |   Extra-curricular activities:  **Volunteer Activities:** Involved with fund raise activities for joogo Foundation. Though I am business graduate, but I am doing this as I think, I am part society, so this is my responsibility to do so. I love working on unprivileged children education, sanitation etc.  Referees:  **Mr. ShubhankarShil**, Assistant Professor  University of Liberal Arts Bangladesh (ULAB), School of Business Email: [shubhankar.shil@ulab.edu.bd](mailto:shubhankar.shil@ulab.edu.bd), Phone: +8801712298498. Relation : Academic.  **MD. Tafhim Ahmed**  Business Development Manager, Standard Chartered Bangladesh  E-Mail : [tafhim.ahm@gmail.com](mailto:tafhim.ahm@gmail.com) , Phone: +8801672796355, Relation : Professional. |