

Networking Assignment

By Mohammed Rabib

Major: BS in Supply Chain Management and Analytics

Class: MKT 3330.006

Professor: Semiramis Amirpour

Date: 2nd December 2024

Industry: B2B and B2C

Network Development Assignment Report Checklist/

Complete and add the checklist to the first page of the report.

Did you include:

- | | | |
|---|-----|----|
| 1. A cover page with your information and chosen industries/occupations. | Yes | No |
| 2. A numbered table of contents with your interviewees' contact information. | Yes | No |
| 3. Completed interviews. | 1 | 2 |
| | 3 | 4 |
| | 5 | 6 |
| | 7 | 8 |
| 4. A one-page summary for each interview explaining topics discussed and advice received. | Yes | No |
| 5. A photograph with the interviewee in person or via Teams/Zoom. | Yes | No |
| 6. The Business card or LinkedIn profile of each interviewee. | Yes | No |
| 7. Screenshots of reaching out communication. | Yes | No |
| 8. "Thank you" follow-up emails/ handwritten notes/ LinkedIn messages. | Yes | No |
| 9. A one-page overall reflection of the assignment. | Yes | No |


Table Of Contents:


Interviewees

- | | | |
|-------------------|---|---|
| 1) Zayen Shahriar | - | https://www.linkedin.com/in/zayen-shahriar/ |
| 2) Omar Rafayat | - | https://www.linkedin.com/in/omar-rafayat-b6116226/ |
| 3) Prashanta Deb | - | https://www.linkedin.com/in/prashanta-deb/ |
| 4) Nick Bryant | - | https://www.linkedin.com/in/nick-bryant-47bba9151/ |

- 5) Redwan Huda - <https://www.linkedin.com/in/redwanhuda/>
- 6) Aqib Ahmed - <https://www.linkedin.com/in/aqib-ahmed-97b624172/>
- 7) Shadman Mahmud - <https://www.linkedin.com/in/shadman-sharar/>
- 8) Abdullah Tayseer - [\(https://www.linkedin.com/in/abdullahaltayseer15/\)](https://www.linkedin.com/in/abdullahaltayseer15/)

1) Zayen Shahriar





Zayen Shahriar  · 1st

Inside Sales Engineer at Maxon

United States · [Contact info](#)


404 connections


 Nafi Nibras is a mutual connection


 **Message**

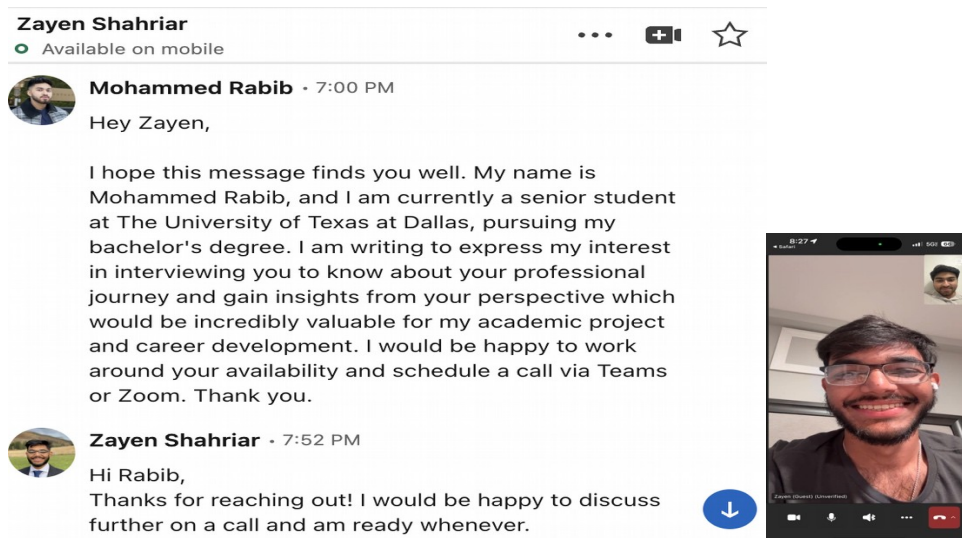
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More

 **maxon USA**

 **Ontario Tech University**





I had the pleasure of speaking to Zayen Shahriar who is a Sales Engineer at Maxon USA, It was a wonderful experience talking to him as he spoke about his journey and the challenges he faced early on in his career, He mentioned how he had to move from Canada to the US for his family while he was already settled in Canada and that it was a big step for him as he had to adapt to a new environment. He also shared how he enjoys working at Maxon and that he learned a lot of new sales skills after joining the company. Some challenges that he mentioned about was being able to meet the company targets which he thinks can sometimes be stressful, He also said that he struggled to retain customers in the beginning, but with time he improved a lot. He also advised me to work hard and stay consistent because he believes hard work can take you a long way in your career. He also advised me to always be open to new opportunities as they can pave the way towards career growth. It was lovely talking to him.

Zayen Shahriar Available on mobile



Zayen Shahriar · 7:54 PM
Awesome

Mohammed Rabib · 8:00 PM
I have joined, You are welcome to join

Zayen Shahriar · 8:00 PM
Says I need to be let in?

Mohammed Rabib · 8:30 PM
Thank you so much for joining the interview session with me. It was a pleasure to get in touch with you and learn about your journey. I wish you all the very best for your future.

2) Omar Rafayat

Omar Rafayat · 1st
 Finance, Accounting, Strategy and Business Partner & Leader
 Metro Jacksonville · [Contact info](#)
 500+ connections

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Omar Rafayat · 1st
 Finance, Accounting, Strategy and Business Partner & L

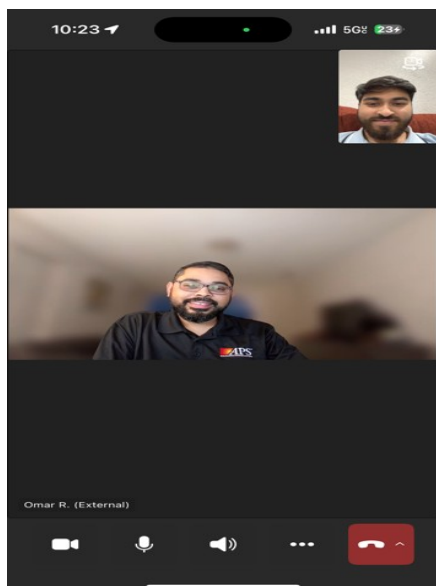
Mohammed Rabib · 12:33 PM
 Hi Omar,
 I hope this message finds you well. My name is Mohammed Rabib, and I am currently a student at The University of Texas at Dallas, pursuing my bachelor's degree. I am writing to express my interest in interviewing you to know about your professional journey and gain insights from your perspective which would be incredibly valuable for my academic project and career development. I would be happy to work around your availability and schedule a call via Teams or Zoom. Thank you.

Omar Rafayat · 10:25 PM
 Thank you so much for joining the interview session with me. It was a pleasure to get in touch with you and learn about your journey. I wish you all the very best for your future.

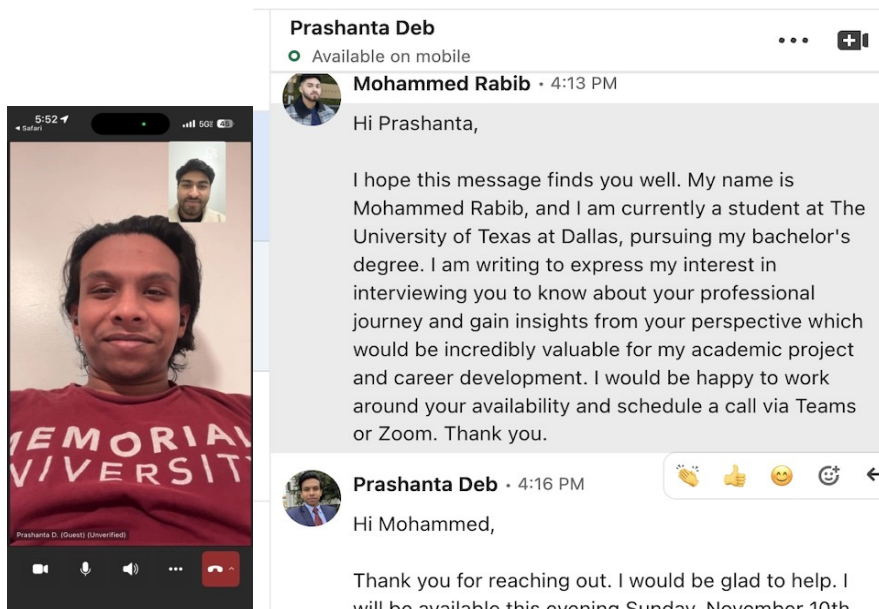
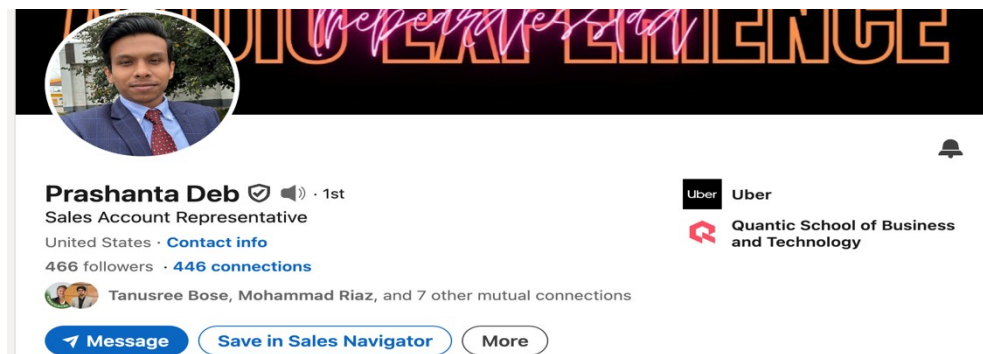
Omar Rafayat · 10:27 PM
 Hi Rabib, It was great talking to you this evening. Good luck with your project.
 Thanks,
 Omar

It was an honor to speak to Omar Rafayat who is a **Director of Financial Planning and Analysis (Southeast Region)**. He talked me through his journey in becoming a director and how his past experiences helped him a lot especially being at a company for more than 11 years. He spoke about

how he did not enjoy his role in the beginning and slowly developed passion about his work and now he enjoys his work a lot. He said that, he loves his role so much now that he looks forward going to work every day he wakes up. He also mentioned that he enjoyed calculations and was good with numbers in his childhood and he is now able to use his strength at work which he absolutely loves. When I asked for advice, one thing he mentioned was to choose a career path that one would enjoy instead of choosing a path that probably pays more and has a higher salary. He also gave useful insights about his current field which has a lot to do with dealing with numbers and he thinks sometimes it does get stressful for him, but his experience helps him cope with it well. He also encouraged me to join his company as an intern and believes that I can learn a lot. He always encourages everyone to be confident with themselves as he believes confidence can drive you towards your goal in a really good way.




3) Prashanta Deb




It was a great opportunity to speak to Prashanta Deb who is a Sales Account Representative at Uber. We spoke about the challenges of a fresh graduate as he also graduated a few months ago. He shared his story about the struggle he had to face after graduating as the condition of job market is not favorable. But that did not stop him from applying to as many jobs as possible. He was finally able to get a job at Uber which he enjoys, and he also encouraged me to apply at Uber as it gives lots of added benefits to their employees. One takeaway from the conversation was that, to keep trying your best until you achieve your goal because no matter how hard the situation is, if there is a will there is certainly a way. He also spoke about the role he has to do which is basically trying to set

up a contract for uber with different restaurants and hotels. He thinks that he is gaining useful experience here which will help him a lot in the future. One advice he specially gave me is to look for an internship because that will really boost my resume when I apply for jobs. Another advice was to build connections by attending school events and other business events if possible. Below is the follow up message.


Prashanta Deb
Available on mobile



Join this Microsoft Teams video meeting scheduled for Sunday, Nov 10, 2024 from 6:00 PM to 6:30 PM CST:
<https://lnkd.in/gUzs3ckD?src=msft-teams>


 **Microsoft Teams**
Join video meeting

I have set up the meeting, Let me know before you join



Mohammed Rabib · 6:34 PM



Thank you so much for joining the interview session with me. It was a pleasure to get in touch with you and learn about your journey. I wish you all the very best for your future.





Prashanta Deb · 10:59 PM


You are most welcome

4) Nick Bryant

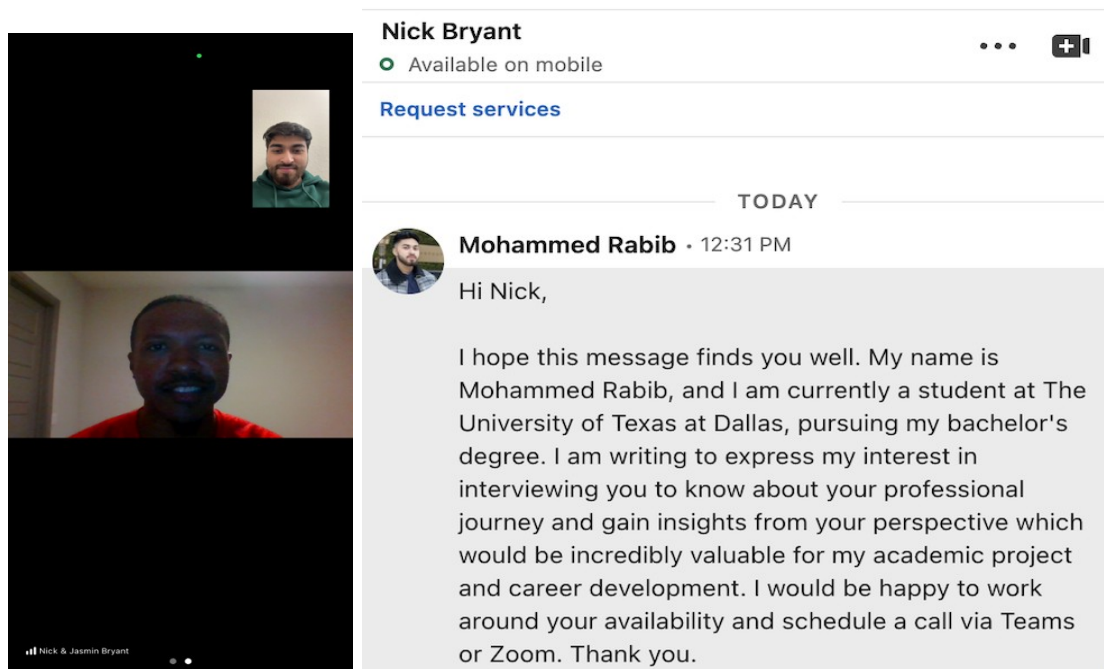


Nick Bryant ✓ · 1st
Entrepreneur | Marketing Director at PHP Agency, Inc./Integrity
Dallas-Fort Worth Metroplex · [Contact info](#)
500+ connections

 **PHP Agency, Inc.**
 [Collin College](#)

 Yesmeen Azzam, Gisselle Sanchez, and 15 other mutual connections

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It was a pleasure talking to Nick Bryant about his professional journey and I was incredibly impressed, the way he worked his way up to the position he is in now which is something to be really proud of. To being a regular employee of the company to one of the Marketing directors is really a big achievement. He believes that having the freedom to work whenever you want is a big factor for him and he is extremely passionate about starting his own business soon. When I asked for some advice, he told me to always keep my options open to trying new things and explore what I really enjoy and pursue my career there. He also pinpointed the importance of having work freedom and financial freedom and if there is an opportunity to start a business one should really go for it because it could be a start to something big. He also thinks that having a plan and goal in mind is also very crucial for success, and also doing research and


having a good understanding of the Global Market and Business. He also insisted that I let him know if I want to work with him. The conversation was meaningful, and I absolutely enjoyed it.

Nick Bryant
Available on mobile
[Request services](#)



Great speaking with you, I'll be in touch! (Edited)

**Mohammed Rabib** · 8:12 PM
Thanks for joining the interview session. It was a pleasure to talk to you and learn about your journey. I loved the insights and advices that you gave I will surely keep them in mind moving forward. Have a great weekend hopefully talk to you soon.
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OCT 20

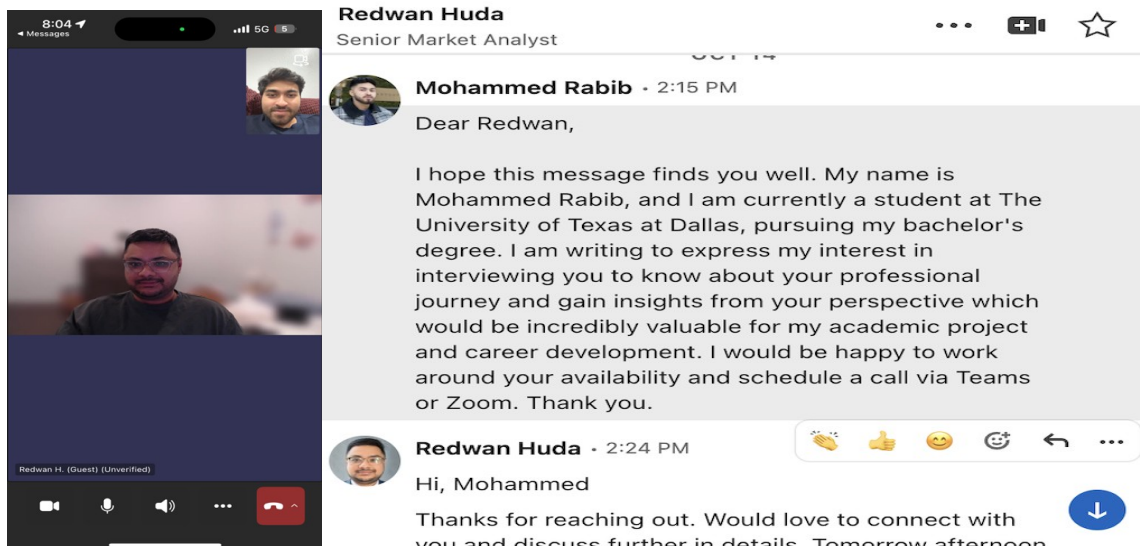
**Nick Bryant** · 5:57 PM
Hey Mohammed, wanted to touch base to see if you

5) Redwan Huda



Redwan Huda · 1st
Senior Market Analyst
Dallas-Fort Worth Metroplex · [Contact info](#)
500+ connections
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 Vonage
 Stony Brook University



It was exciting to speak with Redwan Huda who is an experienced individual in the field of marketing. He gave me plenty of insights about his role as a Marketing Analyst and how he has to be very focused in his role because it does get quite challenging from time to time. He advised me to get extra certifications besides school which he believes could make my resume really strong and also look for an internship that aligns with my field because a good internship can set me up for a long and successful career. He also shared his journey about how he reached the position he is in right now. He said he really had to be focused with his work and be really friendly and informative to customers in his early days in his career. He also mentioned how having a strong relationship with customers can help with customer retention and increased sales. Making customers happy should be a top priority for any company according to him and employees need to treat customers appropriately for any business to succeed. He also said that learning from mistakes is crucial,

making mistakes is normal but everyone should try to learn from them and not repeat them in the future. He thinks road to success is quite straight forward for him which is to keep working hard and never give up

Redwan Huda
Senior Market Analyst


Thanks for reaching out. Would love to connect with you and discuss further in details. Tomorrow afternoon at 12 would be a good time for my let me know if that works for you


**Mohammed Rabib** · 2:33 PM
Sounds great
see you then



NOV 8

**Mohammed Rabib** · 8:16 PM
Thank you so much for joining the interview session with me. It was a pleasure to get in touch with you and learn about your journey. I wish you all the very best for your future.

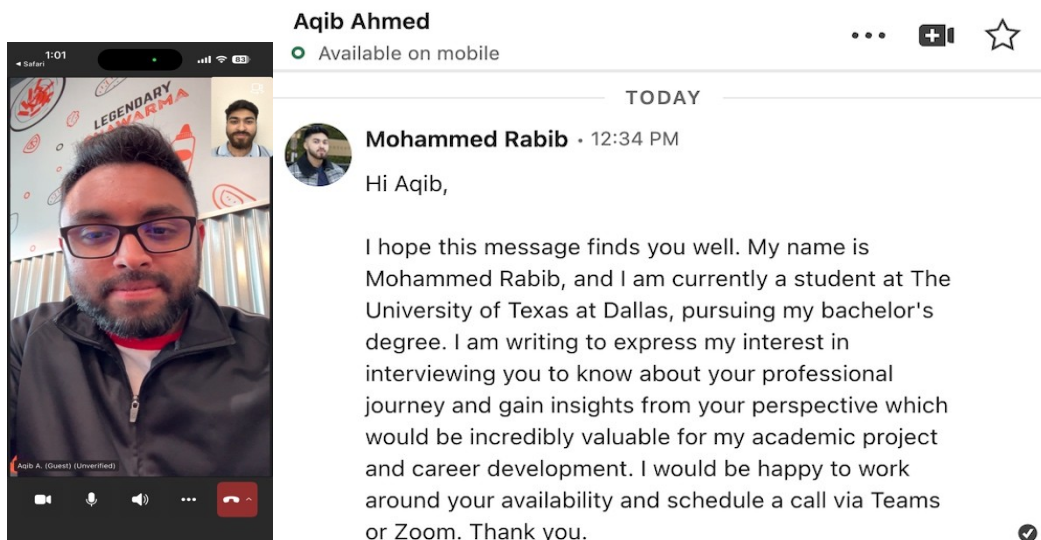
6) Aqib Ahmed



Aqib Ahmed ✓ · 1st
Front End
Canada · [Contact info](#)
39 followers · [37 connections](#)
 abtahi tajwar is a mutual connection

 Walmart
 Lambton College

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I really enjoyed speaking to Aqib Ahmed who is a customer service manager at Walmart, and he shared how he enjoys his role by meeting customer demands and his focus is to keep customers happy. He also pointed out some challenges that he faces at work which sometimes can be overwhelming if not handled professionally. Having worked for several years with customers, Aqib feels he has developed a strong expertise in dealing with different type of customers every day. One advice he gave me on dealing with unhappy and grumpy customer is by staying calm and not try to react negatively even if the customer seems angry and frustrated, He believes being nice all the time at work is crucial to build relationship with customers and having a strong patience level is really important when dealing with a frustrated customer. He also said that he wants to grow into a bigger role in the near future, He is happy to gain experience from where he is now and want to use this experience moving forward. He also advised me to connect and network with more people that will help me secure a good internship role and can be really useful

going forward in my career. Aqib also opened up about his challenges in the final year of school which got overwhelming at one point and he advised me to stay on top of things as much as I can.

Aqib Ahmed
Available on mobile

OCT 13



**Mohammed Rabib** · 5:51 PM
Thank you so much for joining the Interview session. It was a pleasure to meet you and learn about your experiences. I wish you all the best for future.

Regards,
Mohammed Rabib



**Aqib Ahmed** · 6:57 PM
Likewise, I really admire your passion and enthusiasm. Wishing you all the very best for future. Have a great rest of your evening!!

**Mohammed Rabib** · 7:59 PM
Thank you very much

7) Shadman Mahmud



Shadman Sharar , MBA, PMP ✓ · 1st
Business Account Manager at Telus | Client Retention, Renewals and Churn Management
Toronto, Ontario, Canada · [Contact info](#)
1,525 followers · 500+ connections


 **TELUS**
 **Institute of Business Administration, University...**

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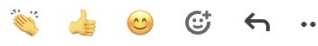



I had an awesome time talking to Shadman Mahmud about his professional journey so far. I received great advice and insights that I think will really help me going forward. He mentioned a lot of interesting things, One being a big challenge after moving from Bangladesh to Canada 1 year ago. He mentioned about the cultural differences and also differences in working environment and also how he enjoys working as a Business Account Manager at Telus. He said that the company is really supportive of their employees and has a good work-life balance. He enjoys working with his clients and provide them great support. He said that he was able to build and also maintain relationships with a lot of clients which was highly appreciated by his company. He also gave me a few advises on how to build good relationships with customers and clients. Some of the tips were being nice and polite throughout, focusing on the needs of the client and making them feel that their interest is valuable, Try to provide the best possible deal which would be a win-win scenario for the company and also the client. We also talked about the importance of B2B sales and how his working experience in Bangladesh strengthen his base in this

department which he was able to apply once he joined at Telus. He also mentioned that working towards a goal with full dedication is really important and it works for him better than anything else.


**Mohammed Rabib** · 11:21 AM

Thanks for joining the interview session. It was a pleasure catching up with you and wish you all the best on your journey.




**Shadman Sharar , MBA, PMP** · 11:43 AM

Thanks Mohammed. It was a pleasure speaking with you and sharing insights on professional B2B sales. Good luck with the project.




8) Abdullah Tayseer

**Abdullah Al Tayseer** · 1st


Brand Marketing Specialist |8+ FMCG and Personal Care Product and Brand Development Expert| | Portfolio Management| Digital Media Strategist | Strategic Leadership skill | Modern Trade and E-commerce Expert


Bangladesh · [Contact info](#)

4,253 followers · [500+ connections](#)

 Moumita Roy, MBA, Fulya Genckaya Akyol, and 1 other mutual connection


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**Abdullah Al Tayseer** · Active now

**Abdullah Al Tayseer** · 1st


Brand Marketing Specialist |8+ FMCG and Personal Care Product and Brand Development Expert| | Portfolio Management| Digital Media...

TODAY

**Mohammed Rabib** · 12:05 AM

Hi Abdullah,

I hope this message finds you well. My name is Mohammed Rabib, and I am currently a student at The University of Texas at Dallas, pursuing my bachelor's degree. I am writing to express my interest in interviewing you to know about your professional journey and gain insights from your perspective which would be incredibly valuable for my academic project and career development. I would be happy to work around your availability and schedule a call via Teams or Zoom. Thank you.



It was a wonderful experience for me talking to someone as experienced as Abdullah Tayseer, He has been working in this field for over 10 years now and he shared his experience with me which was lovely to hear. We discussed about some of the challenges that employees face in the Marketing Field, and he also gave me some valuable tips on how to overcome them. One of these challenges was about trying to cut cost which can be very difficult at times with the dynamics of the Current Global Market. He also believes that it is really essential to be patient and persistent to see results, and when he first graduated, he was having a tough time getting a job in the company he wanted but he remained calm and consistent which helped him work his way up to the position he is now. He also thinks that networking is very crucial in this field, Networking and building relationships can really help get a great job. One advice he gave me was to get additional certifications outside of school in the related field I am in which he thinks can give me an edge over other candidates in securing a Job that I want. He also advised me to always put my 100 percent effort in my work and that way I can learn a lot which will help me climb up the ladder. He also said not to be afraid of making mistakes because without making mistakes it's impossible to learn, grow and get better. I loved these advices given to me and I really appreciated

him for taking the time to talk to me.



My overall reflection of the assignment is really positive. I met some excellent people that are really doing well in their career. The advices I received were awesome and I thought it would be really tough and awkward to connect with people and talk to them but I have to say that I did enjoy this assignment. I think this type of assignment can help many students network with amazing people and possibly open the doors for a big opportunity which can be a huge thing for a student's career moving forward. This type of Assignment also boosts the confidence level, brings an individual out of their comfort zone and helps them overcome the shyness of talking to someone they don't know at all, which people actually have to do when they work for a company. This assignment not only helped me build connections and network, but it also developed my

communications skills, and gain valuable knowledge and advice which I think will be very helpful for me going forward. Before I did this assignment, I don't think I have had such useful interviews before that were as informative as these. I think this is a really good way for students to engage with professionals that know a lot about the working culture, situation and dynamics and they can actually provide some encouraging and confident boosting advice which can be used as keys to having a successful career path. Some people can even get referrals and internship through this if they are able to connect with the right people. So, I must say that this assignment has helped me build useful connections, network, improve my communication skills, gain valuable knowledge and excellent advice that I am sure will help me going forward.