



# Shariful Islam

Business Development Specialists

## Career Summary

An experienced corporate sales account manager with 6 years of experience & expertise in business growth, corporate sales (B2B), trend analysis & operation excellence within the Food-Tech & Logistics industry. Proven ability to strategize, negotiate & deliver tailored solution to meet diverse need of a fast paced organization.

## Experience

### Contact

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Address: Aftabnagar, Badda, Dhaka

### Education

BRAC University  
Masters of Business Administration  
Human Resource Management  
CGPA 2.84 Year - 2018

National University  
Bachelor of Business Administration  
Management  
CGPA 2.83 Year – 2013

Dr. Abdur Razzak Municipal College,  
Jessore  
Higher Secondary Certificate  
Business Studies  
GPA 4.50 Year – 2009

Neyabunessa Institution  
Secondary School Certificate  
Science  
GPA 3.50 Year – 2007

### Expertise

- Negotiation
- Sales
- Business Development
- Key Account management
- Leadership
- Strategic Planner
- Market Analysis
- Communication
- MS Office
- Salesforce

### Reference

Dr. Rezaul Karim Sheikh  
Professor  
Applied Chemistry & Chemical Technology  
Rajshahi University  
Phone: 01711951354  
Email: [rksheikh@yahoo.com](mailto:rksheikh@yahoo.com)

May, 2024 – Continuing

#### Pro5.ai

##### Business Development Manger

- Identifying new markets and customer needs through thorough research and analysis.
- Building and maintaining strong, long-term relationships with new and existing clients.
- Managing client expectations and ensuring high levels of customer satisfaction.
- Developing and managing sales strategies to meet revenue goals.
- Preparing sales pitches, negotiating deals, and finalizing contracts.
- Coordinating with internal teams (such as marketing, finance, and operations) to deliver high-quality services.
- Leading a team of business development associates or sales executives.
- Identifying and establishing partnerships to expand the company's reach.
- Monitoring performance metrics and optimizing business processes.

November, 2021 – May, 2024

#### REDX Cargo FTL

##### Sales Growth In Charge

- Monitor the financial performance of key accounts, ensuring profitability and revenue growth.
- Work with clients to optimize their logistics budgets and identify cost-saving opportunities.
- Develop and maintain strong, long-lasting relationships with key clients.
- Due chase of key clients.
- Identifying and pursuing new business opportunities.
- Ensure month on month revenue growth.
- Serve as the primary point of contact for key accounts, ensuring client satisfaction and addressing any issues or concerns promptly.

November, 2019 - November, 2021

#### foodpanda Bangladesh Ltd.

##### Key Account Manager

- Managed **60+** top restaurants containing GMV value over BDT **10 million** & increased **5%** GMV value each quarter. Contributed through bringing monthly **15%+** AD-Sales revenue of total assigned GMV value.
- Increased vendors commission dynamics to maximize revenue per order.
- Designed lucrative deals & promotion strategy on platform for assigned restaurants to increase business volume.
- Collaborate with restaurant partners to develop joint business plans aimed at achieving mutual growth objectives.
- Address and resolve any operational issues faced by key accounts in a timely and efficient manner.
- Gather and share market insights and competitive intelligence with key accounts to help them stay ahead of industry trends.

June, 2019 - October, 2019

#### General Automation Ltd.

##### Corporate Sales Executive

- Drive new customer acquisition.
- To sell respective products (attendance device, RFID, parking barrier, POS, etc) & achieve assigned targets.
- To build a strong relationship with internal & external customers.

November, 2018 - May, 2019

**Zeil's Shop Ltd.**

Assistant Manager/Merchandiser (Sports)

- Design in cooperation with suppliers, relevant technologies, construction ideas, and patterns through samples ensuring function and manufacturability.
- Identify potential markets, and analyze competitors' activities.
- Monitor stock levels to ensure optimal inventory, avoiding overstock and stock outs.
- Analyze sales data to identify top-selling products and underperforming items.
- Develop sales forecasts and set sales targets based on market trends and historical data.
- Develop and implement pricing strategies to ensure competitiveness and profitability.

I solemnly declare that all the information furnished in this document is free of errors to the best of my knowledge.

A handwritten signature in black ink, appearing to be 'S. S. S.', with a horizontal line underneath.