

Rabiul Islam

Address: 9SA. /1, Karobi, Lake City Concord, Khilkhet, Dhaka- 1229, Bangladesh

+88 01676660624 | irabiul@hotmail.com

 <https://www.linkedin.com/in/rabiul-islam-65481a15a/>

PROFILE

Detail- oriented Business Development Professional with 9 years of experience in Sales & Marketing, Distribution Management, Supply Chain, Digital Marketing, IT and Facility Management. Demonstrated expertise in developing and executing business growth and sales that have constantly delivered outstanding results. Managed campaign resulting in a 40% increase client's traffic and a 25% boost in conversion rates.

CORE PROFESSIONAL COMPETENCIES

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| ▪ Leadership skills | ▪ Crisis management skills | ▪ Negotiation & persuasion skills |
| ▪ Research & strategic skills | ▪ Team management skills | ▪ Ability to work under pressure |
| ▪ Project management skills | ▪ Creativity & technical skills | ▪ Customer relationship management |
| ▪ Time management skills | ▪ Presentation & analytical skills | ▪ Communication & interpersonal skills |

SUMMARY OF SKILLS

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- Familiar with CRM, ERP, IMC, B2B, B2C and Channel Sales, Distribution, Operation Management.
 - Outstanding Knowledge about Digital Marketing, MS Office, CMS and Database management.
 - Soft Skills - Organized, Flexible, Motivated, Passionate, Empathy and Problem-solving.
 - Hard Skills - Administrative, Business Acumen, Networking, Multitasking & Challenger Selling.
 - Adept at handling clients' inquiries and satisfying them with apt answers.
 - Exceptional leadership, Trainer qualities and strong organizational skills.
 - Excellent verbal and written communication skills.

WORK EXPERIENCE

Business Development Manager

AK Group

Dhaka, Bangladesh

March, 2019 – Present

- Market research, strategic planning, communication Strategies.
- Setting goals and developing plans for business and revenue growth.
- Identifying and mapping business strengths and customer needs.
- Increasing client base, managing and retaining relationships with existing clients.
- Developing quotes, proposals for clients and negotiating with stakeholders.
- Channel sales, distribution and helping team members develop their skills.
- Manage and organize logistic operations for events, meetings and any outreach activities.
- Branding, promoting, organize and manage logistic operations for events, meetings and any outreach activities.

Sr. Executive Business Development

Bangle Phone Limited

Dhaka, Bangladesh

Sep, 2016 – Feb, 2019

- Managed 5 members of the sales team.
- Developed goals for the team, trained and mentored personnel.
- Maintained Channel sales, distribution & developed led market.
- Formed business relationships with Sure Cash, Shwapno & Chaldal.
- Managed and distributed government biometric project as a team leader.

- Successfully completed several deals with Grameenphone, Robi, Banglalink.
- Developed a business opportunity, sales target & identifying new market vs. Last years.
- Increased sales production 55% year-over-year by facilitating product sales in multiple markets.

Executive Budget & Finance

Bestway Group

Dhaka, Bangladesh
Oct, 2014 – August, 2015

- Designed effective budget models for departments and the entire company.
- Processed invoices and follow up with clients, suppliers, and partners as needed.
- Updated financial spreadsheets with daily transactions and ad-hoc journal postings.
- Supported monthly payroll payments - accounts posting and reconciliations.
- Reviewed budget requests for approval & forecasted future budget needs.

Intern

Islami Bank Bangladesh Limited

Dhaka, Bangladesh
May, 2014 - August, 2014

- General banking.
- SME service.
- iBanking (Internet banking).
- Foreign exchange.

EDUCATION

Northern University Bangladesh

MBA- Major in Finance (CGPA- 3.44)

Dhaka, Bangladesh
2018-2019

Masaryk University Brno

Master of Finance- First Semester Completed!

Brno, Czech Republic
2017-2018

Northern University Bangladesh

BBA- Major in Finance (CGPA- 3.45)

Dhaka, Bangladesh
2010-2014

New Government Degree College

HSC- Humanities (GPA- 4.20)

Rajshahi, Bangladesh
2007-2008

Shah Mokhdum High School

SSC- Humanities (GPA- 4.25)

Rajshahi, Bangladesh
2005-2006

AWARDS & CERTIFICATIONS

- European Transport System - Masaryk University, Brno.
- Awarded as Best Employee, at Bangla Phone Limited 2018.
- Awarded as Dynamic Leadership, at AK Group of Companies 2022.
- Awarded as Best Intern, at Islami Bank Bangladesh Limited 2014.
- Team Leader - Bangladesh National Cadet Corps (BNCC) 2006-2008.
- Computer Application Program - Bangladesh Polytechnic Institute.
- Team Building & Distribution Management - Robi Axiata Limited.
- Team Leader - Government Biometric Project, Robi, Banglalink, Teletalk, 2015-2016.
- Achieved Merit Scholarship from Northern University Bangladesh based on semester results.

REFERENCES

Available on request