

# MD Mahfuzur Rahman

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## JOB EXPERIENCE

- ✓ **Key Account Manager, Corporate Sales | Nagad**  
May,2023 – Engaged
- **Account Manager, Corporate Sales | উপায় (UCB Fintech Company Limited)**  
November,2021 – April,2023
- **Senior Officer, Corporate Sales | Guardian Life Insurance Limited**  
March,2020 – October,2021
- **Trainee (B2B), Apprenticeship Program | Grameenphone Ltd.**  
September,2018 – February,2020



## PROFESSIONAL CERTIFICATION

- **Leading People & Team: Adaptive Leadership, Supervisory Excellence & Team Skills.** | Sapien Strategy Consulting & Research, Dhaka, 2021.
- **Leadership Certificate in Managerial Communication (LCMC)** | Institute of Business Administration (IBA), University of Dhaka, 2018



## EDUCATION

- ❖ **BSc in Electrical and Electronic Engineering (EEE)** | American International University-Bangladesh (AIUB) | **2012 – 2017**
- ❖ **Higher Secondary Certificate (HSC)** | Dhaka Imperial College | **2010 – 2012**
- ❖ **Secondary School Certificate (SSC)** | Dhanmondi Govt Boys' High School | **2001 – 2010**



## Achievement at উপায় (UCB Fintech Company Limited)

- Best performer and Sales Champion 2022.
- 2<sup>nd</sup> Highest Scorer performer, Q4, 2022
- Employee of the most New Business Onboard, 2022



## Achievement at Guardian Life Insurance Limited.

- Client Onboard: 8 including ( MNC, Govt Organisation, Brokerage House, Credit rating etc)
- Total Premium Generate: BDT 12.9 million (Apx.)
- Complete 80% of Target (1 Core Taka Premium) within 6 months, 2021.
- Onboard most renounced MNC Company of the Q1 & Q2.



## Achievement at Grameenphone Limited.

- Best performer in migration campaign in Q4, 2018.
- 100% achievement in GA, STR, ICT and Solutions Target (2018; Q1-Q2-2019; Q3-2019)
- KPI Achievement 100% with best in ICT Sales, Q2-2019.
- KPI Achievement 100% with on One of the Best Three SME Zone out of 27, Q3-2019.



## Skills

- **Computer Skills-** Capable to operate any Operating System, Complete Office application (Certified). Formula of Sum, Percentage, If Function, Merge & Center MS Excel
- **Language-** Bangla & English Good at Reading, Writing & Speaking