

Rosan Mohammad Anisuzzaman

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Career Objective

My career objective is to leverage my expertise as a Procurement Specialist to drive excellence in supplier management, strategic sourcing, and cost optimization within a dynamic organization. With a proven track record of negotiating favorable terms, enlisting competitive suppliers, and ensuring compliance, I aim to contribute to the growth and success of the company. My goal is to continue collaborating effectively with cross-functional teams, aligning CAPEX procurement with project plans, and delivering results through meticulous data analysis and reporting. By combining my strong foundation in Supply Chain Management with a dedication to maintaining impeccable supplier relationships and compliance standards, I aspire to make a significant impact on the organization's procurement strategies and overall success.

Work Experience



SMC
Live better

SMC Enterprise Ltd.

Senior Officer, Supply Chain Management

May, 2023 - Ongoing

- Establish and maintain professional relationships with current and potential suppliers.
- Conduct negotiations with suppliers to secure favorable terms and pricing.
- Develop and enlist accredited local and foreign suppliers based on current and upcoming requirements, ensuring competitiveness.
- Expand the pool of reliable sources to provide competitive bids of similar quality and cost.
- Ensure that all procurement activities meet compliance standards and budget constraints.
- Verify that purchases are delivered within the specified schedule and budget.
- Create comprehensive procurement plans to meet deadlines efficiently.
- Provide support in resolving emergency procurement issues as they arise.
- Collaborate with user departments, particularly for CAPEX procurement, utilizing Total Cost of Ownership (TCO) calculations to determine the best options.
- Ensure CAPEX procurement aligns with project planning.
- Compile and analyze data related to market availability, lead time, and market cost to inform procurement decisions.
- Prepare demand planning and inventory requirements.
- Send RFQs to enlisted suppliers.
- Facilitate the signing of Purchase Orders, Task Orders, and Agreements.
- Follow up and ensure the timely delivery of goods, commodities, and services according to the Purchase Orders and/or Task Orders.
- Continuously seek opportunities for cost optimization by engaging with new sources and suppliers.
- Recommend vendors for payment to the Finance and Accounts Division.
- Submit monthly progress reports to the Senior Manager and General Manager of Supply Chain Management.
- Maintain accurate records of procurement activities and related documents.

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BANGLAMARK Limited

Manager

Jan, 2021 - May, 2023

- Demand and Supply capacity planning.
- Managing overall import operations.
- Maintain liaison with several departments of principals as Key Contact Manager.
- Managing commercial operation of around 100 LC per year with a total of 200 shipments annually.
- Core team member of ERP implementation and application team.
- Responsible for market share study, cost savings kaizen, value chain development & inter-department coordination management.
- Managing all activities of the Heavy Equipment and Industrial Supply division of BANGLAMARK.
- Follow up and guide all team members.
- Ensure a smooth chain of order processing by supervision.
- Develop business relationships with Partners as well as Clients.
- Ensure sales, marketing, branding, and distribution value chain of operations.
- Supporting problem resolution and decision-making.
- Responsible for contract management, forecasting, sales trend analysis, and distribution analysis.
- Responsible for market visits, competitor market tracking, competitor's product analysis, and achieving a product-wise competitive edge over competitors.
- Accomplish department objectives by managing staff; planning and evaluating department activities.
- Accomplish financial objectives by forecasting requirements, preparing an annual budget, scheduling expenditures, analyzing variances, and initiating corrective actions.
- Maintain quality service by enforcing quality and customer service standards, analyzing and resolving quality and customer service problems, and recommending system improvements.
- Contributes to team effort by accomplishing related results as needed.
- Brands represented in Bangladesh:



Deputy Manager

Jan, 2020 – Jan, 2021

- Supervise and coordinate the overall sales activities of BHI-BANGLAMARK Heavy Industries.
- Assign and Coordinate tasks to team members.
- Maintain International & Local businesses.
- Develop Business relationships with Partners as well as Clients.
- Plan, Design and Implement Key Strategies of Short and Long-term Business Goals.
- Market Analysis & Business Development activities.

Team Lead Coordinator

Jan, 2019 – Jan, 2020

- Team Leader of Heavy Equipment Division. Leading Business Development, Sales & Service team of BHI-BANGLAMARK Heavy Industries, and all its activities.
- Assign and Coordinate tasks to Team Members.
- Principal & Product Development.
- Market Analysis & Business Development activities.
- Evaluate marketing reports and project status regularly.
- Develop project objectives by reviewing project proposals and plans; conferring with management.
- Maintain project schedule by monitoring project progress; coordinating activities; resolving problems.

Project Engineer

Sep, 2017 – Jan, 2019

- Principal & Product Development
- Solving technical issues of Projects.
- Prepare all technical and commercial documents.
- Evaluate marketing reports and project status regularly.
- Develop project objectives by reviewing project proposals and plans; conferring with management.
- Determine project specifications by studying product design, customer requirements, and performance standards; completing technical studies; preparing cost estimates.
- Contribute to team effort by accomplishing related results as needed.
- Inventory Management of Spare Parts & Marketing Materials



Capital Paper & Pulp Industries Ltd.

Assistant Engineer (Electrical)

June, 2017 – Sep, 2017

- Assist in schedule maintenance of generators.
- Operation, maintenance & troubleshooting different types of electrical machines.
- Regular inspection of different types of electrical equipment (PLC, motors, sensors).
- Responsible for looking after all electrical & instrumental schedules, preventive & breakdown maintenance.
- Provide technical support for spare parts & manpower setup.
- Assist in requisitioning parts & supplies.

Trainings/Courses

❖ ISO 9001:2015 – Quality Management System

Covered topics: The requirements for ISO 9001:2015

Duration: 1 day

Location: 360` Consultancy

❖ AutoCAD 2D & 3D

Covered topics: Design & drafting in 2D & 3D in AutoCAD

Duration: 60 Hours

Location: BANGLAMARK Corporate Training, CADD CORE, Dhaka.

❖ Programmable Logic Controllers & Programmable Instruments

Covered topics:

- Hardware & software of PLC & programmable instruments.
- Functional description of PLC & programmable instruments.
- Installation, programming, maintenance & troubleshooting of PLC & programmable instruments.

Duration: 26th February, 2017 to 9th March, 2017

Location: Training Institute for Chemical Industries(TICI), Palash, Narsingdi.

❖ Industrial Attachment Training

Covered topics:

- Generation, transmission, distribution of electricity.
- Simulation & protection of a power plant.

Duration: 2nd May, 2016 to 19th May, 2016

Location: Training Center, Ghorashal Power Station, BPDB, Palash, Narsingdi.

❖ **Brand & Marketing Integration**

Course Completed: 6th July, 2020

Field of Study: Communications and Marketing

Program: National Association of State Boards of Accountancy (NASBA) | Registry ID: #140940

Certificate No: AZafKUC5w27repBfDxsxVQwDfpe_

Course By: LinkedIn

❖ **Dealing with Difficult People in Your Office**

Course Completed: 24th June, 2020

Certificate Id: Ab232x4dPcEtvv3H7uVJvSSHxsue

Course By: LinkedIn

❖ **Leading in Crisis**

Course Completed: 24th June, 2020

Certificate Id: AcLeYBbyuEK-WxjniROOrm_yIkuY

Course By: LinkedIn

❖ **Marketing Analytics: Setting and Measuring KPIs**

Course Completed: 25th June, 2020

Certificate Id: AXuaDiJCeo4MZUdOXyrChkMD5KQx

Course By: LinkedIn

Educational Background

DEGREE/ EXAMINATION	PASSING YEAR	CGPA	DEPARTMENT /GROUP	INSTITUTION	LOCATION/ BOARD
EMBA	Enrolled	N/A	Supply Chain Management/ International Business	North South University	Dhaka
B.Sc.	2016	3.16 out of 4	Electrical & Electronic Engineering (EEE)	American International University– Bangladesh	Dhaka
HSC	2012	5 out of 5	Science	Urea Sar Karkhana College	Dhaka
SSC	2010	4.88 out of 5	Science	Palash Sar Karkhana High School	Dhaka

Thesis

Successfully completed thesis on *“Reliability Analysis of Cell Modules of Different Li-Ion Battery Technologies”* under the supervision of **Md. Nahian-Al-Subri Ivan**, faculty, American International University-Bangladesh.

Software Skills

- **Intermediate Skills:** Microsoft Office, Microsoft PowerPoint, Microsoft Word, Microsoft Excel.
- **Basic Skills:** Auto-CAD, MATLAB, Photoshop.

Internet Skills

- Wordpress
- Web Development
- Web Hosting
- Email handling
- Fast information collection on internet & browsing
- Netiquette

Language Skills

- Bengali : Excellent, as mother tongue.
- English : Good fluency in speaking and written capability.

Personal Strength

- Analytical Skills
- Market Analysis
- Business Development
- Proven leadership skills and ability to motivate
- Work well under pressure independently or as a part of team.
- Polite, respectful & courteous manners.
- Responsible, efficient & flexible.
- Hard worker & quick learner.
- Excellent written and verbal communication skills.

Extra-Curricular Activity

- Member in IEEE AIUB Student Branch.
- Former Volunteer in AIUB.
- Former Member of AIUB Drama Club.
- Love to travel.
- Passionate about photography.
- Love food, music, movies & games.

Overseas Experience

- **Recreational Tour**

Location: Bangkok, Phuket, Thailand

Duration: 4 days

Purpose: Recreational Tour.

- **BAUMA 2022**

Location: Munich, Germany

Duration: 7 days

Purpose: Attending BAUMA fair & some overseas meetings.

- **BAUMA 2017**

Location: Shanghai, China

Duration: 7 days

Purpose: Attending BAUMA fair & some overseas meetings.

- **Official Tour**

Location: Kuala Lumpur, Malaysia

Duration: 5 days

Purpose: Recreational tour

Personal Details

Father's Name	:	Mohammad Wahiduzzaman Miah
Mother's Name	:	Roksana Ferdawshy
Date of Birth	:	December 15, 1995
Gender	:	Male
Birth Certificate No	:	19956863210000820
National ID No	:	280 756 2661
Passport No	:	A03928807
Driving License No	:	DK10597205CL0001
TIN	:	861714244016
Nationality	:	Bangladeshi (by birth)
Marital Status	:	Married
Religion	:	Islam (Sunni)
Permanent Address	:	Village & P.O. : Hazrapur, Thana & District: Madaripur.

References

1. **Mahjabin Mostafa Arony**

Deputy Manager

BANGLAMARK Limited

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2. **Maksudur Rahman Rocky**

Manager

BANGLAMARK Limited

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