

Career Profile

Md. Abul Kalam Azad



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AUTHOR | LIFE & SUCCESS COACH | E-COMMERCE | ENTERPRISE SALES | TELCO | DEVICE | IoT | DIGITAL MKTG | CORPORATE TRAINER | INSPIRATIONAL SPEAKER | SALES & MKTG CONSULTANT | FOUNDER OF LIVING SCIENCE ACADEMY |

Md. Abul Kalam Azad is an International Certified Trainer, N.L.P Professional, Inspirational Speaker, Life Coach, Sales, and Communication Consultant. He is a professional Success Mentor and a Behavioral Consultant. In his passionate quest for self-development, he has studied and been certified by the Asian College of Teachers as an international Trainer. He took Graduation from Quantum foundation for behavioral consultant, and various other authorities in self-transformation and entrepreneurial work.

He is a certified NLP Professional and hypnotherapist. His move into coaching people for success is backed up by a formidable 16-year experience in multinational telecommunication corporations and banks in Business Development and Relationship Management, training taken in internationally to self-transform and humanitarian projects initiated by himself. He brings in a combination of corporate experiences, strong belief in the need for life-long learning, a wide variety of life experiences, all to fulfill his dream of helping thousands of people world-wide to tap into their hidden potentials.

In his 17-year journey in Business Development and Relationship Management, Md. Abul Kalam Azad has sharpened and demonstrated his skills in well-known multinational company Grameenphone Ltd, Robi Axiata Ltd, and BRAC Bank Ltd. During this time, he has achieved the "Performer of the Year and Award" from Grameenphone Ltd and Top Idea generator from Grameenphone and top Contributor Award from Robi Axiata Ltd.

Career Summary:

<i>Company Name</i>	<i>Position</i>	<i>Tenure</i>
Bengal Group	Head of E-Commerce	current
Sindabad.com	Head of Corporate Sales	1 Years
Robi Axiata Ltd	Enterprise Business Manager	5 Years
Grameenphone Ltd	B2B Specialist /Manager	9 Years
Brac Bank Ltd	Executive Asset Sales	1 Year

Career Summary:

✓ Corporate/B2B Team Management	✓ E-commerce Operation Management
✓ SME Sales Team Management	✓ Digital Marketing Team Management
✓ Revenue and Collection Management	✓ Enterprise Portfolio Management
✓ Tender and Bid Management	✓ Agency/Vendor/Partner Management
✓ Modern Trade Management	✓ SME Channel Management
✓ Customer Retention Management	✓ Amazon Sales team Management
✓ Government Affair Management	✓ New Business Development

Educational Details

Master of Business Administration (MBA)
June 2004
UNIVERSITY OF RAJSHAHI
Total credit hour 36
Major in Marketing
Obtained CGPA 3.62/ 4

Bachelor of Business Administration (BBA)
June 2002
UNIVERSITY OF RAJSHAHI
Total credit hour 126
Major in Marketing
Obtained CGPA 3.4/4

ICT Knowledge

- Operating Systems: Windows- 7, 8, 10
- Software Applications: MS Office
- Enterprise (Word, PowerPoint.)
- ERP operations
- CRM Operations
- Database Management Systems:

Digital Marketing

- Web design
- Facebook Marketing
- Email Marketing
- SMS Marketing
- SEO
- Social Media Marketing
- SEM
- Web Applications
- Web Browsers

Training Experiences:

<u>Type:</u>	<u>Sales Trainer:</u>
<u>Period:</u>	<u>2014-2019</u>
<u>Company Name</u>	<u>Robi Axiata</u>
<u>Participants</u>	<u>SME & Corporate Sales</u>
<u>Type:</u>	<u>B2B Team Training</u>
<u>Period:</u>	<u>2019-2020</u>
<u>Company Name</u>	<u>Annanta Group (Sindabad.com)</u>
<u>Participants</u>	<u>Sales team</u>
<u>Type:</u>	<u>Corporate Trainer</u>
<u>Period:</u>	<u>2020 October to continue</u>
<u>Company Name</u>	<u>Bengal Group</u>
<u>Participants</u>	<u>Corporate Professional</u>
<u>Type:</u>	<u>Freelance Trainer</u>
<u>Period:</u>	<u>2021- Continue</u>
<u>Company Name</u>	<u>Learning Bangladesh</u>
<u>Participants</u>	<u>Corporate Professional</u>
<u>Type:</u>	<u>Freelance Trainer</u>
<u>Period:</u>	<u>2010- continue</u>
<u>Company Name</u>	<u>Living Science Academy</u>
<u>Participants</u>	<u>Corporate Professional</u>
<u>Type:</u>	<u>Freelance Trainer</u>
<u>Period:</u>	<u>2019- Continue</u>
<u>Company Name</u>	<u>Knowledge Academy (UK)</u>
<u>Participants</u>	<u>Corporate Professional</u>
<u>Type:</u>	<u>Freelance Trainer</u>
<u>Period:</u>	<u>2021- Continue</u>
<u>Company Name</u>	<u>Goorilearning.com</u>
<u>Participants</u>	<u>Corporate Professional</u>
<u>Type:</u>	<u>Freelance Trainer</u>
<u>Period:</u>	<u>2018- continue</u>
<u>Company Name</u>	<u>Bdjobs.com</u>
<u>Participants</u>	<u>Corporate Professional</u>

Extra-Curricular Activity

1. Social and cultural activist University of Rajshahi.
2. Freelance Trainer of the knowledge Academy UK and Bdjobs.com
3. Former executive member of Combined Cultural Unit RU 2001-2004.
4. Former Secretary of ALBATROS English debating society RU,
5. Chief adviser and Convener of Voluntary blood donors' organization BADHAN Rajshahi
6. Consultant and Personal development Trainer at Azad Academy of living Science
7. Founder and Sales Trainer at Living Science Academy.
8. Freelance inspirational speaker

Major Accomplishments and Achievements:

Achievement	Company	Year
❖ Highest Acquisition Over 500 SME and corporate customer	Robi Axiata ltd	2014-19
❖ Achieved QOP & incentive target at Level- 5 in every month	Robi Axiata ltd	2016
❖ National Top Contributor in DEVICE SALES	Robi Axiata ltd	2015
❖ Achieved 120% to 150% Growth of Year on Year basis	Robi Axiata ltd	2014-15
❖ Performer of the Year (Champion) 2012	Grameenphone Ltd	2013
❖ Achieved Idea Competition Top Ten	Grameenphone Ltd	2013
❖ Highest NPS Score Achiever	Grameenphone Ltd	2014
❖ Achieved QOP and incentive target in every month	Grameenphone Ltd	2010-14

Certificates and Training:

Types	Course	From
Certificate	Diploma in Professional Trainer	ACT, UK
Certificate	Train The Trainer (TTT)	Bdjobs (Don S)
Certificate	Digital Marketing	Google
Certificate	Digital Marketing	LEDP
Certificate	Graduation on Meditation	Quantum Foundation
Certificate	NLP Fundamentals	Alison
Training	Key Account Management	Atyaasaa (Niket)
Training	Leadership Excellence	Mind Mapper
Training	Finance for Non-Finance	Grameenphone ltd
Training	Advanced Communication	SPEED, Dhanmondi,
Training	Leadership Skills Course	British Council
Training	Team Working Course	British Council
Training	Communication Skills Course	British Council
Training	Professional Salesmanship by Objectives	Grameenphone ltd

Topic I Usually covered

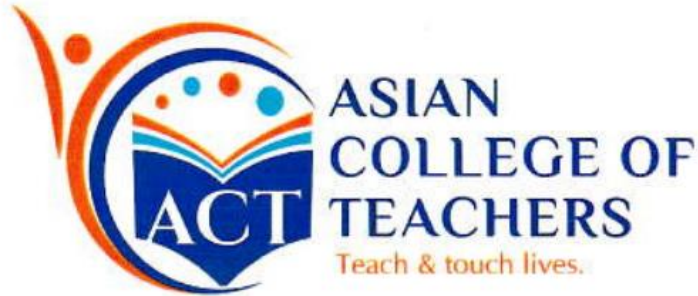
Si	Title/Topic of Training/Course/Workshop/Seminar
1	Necessary Soft skills for getting hired
2	Professional soft skills for Job Hacks
3	Advanced B2B and Corporate Sales Course
4	Advanced Presentation and Business Communication
5	Advanced Public Speaking course
6	Effective Networking
7	Advanced Communication skills
8	Leadership for Non leaders–Course
9	Leadership Excellence for Leaders
10	Corporate Adaptation and Team work building
11	Parenting Course for Couples
12	Advance Sales Skills for B2B and B2G–Course
13	Negotiation and Problem Solving skills course
14	Self-Image Building visualization –Course
15	NLP for Daily life Professionals
16	Train the trainer course 2days
17	Stress Management 2 days
18	Show room Based Sales Training
19	Advanced Time Management and Advanced Professionalism
20	Unleash Your True Potential 2 days
21	Mind Power workshop 2days
22	Exercising Leadership Fundamentals
23	Goal setting and Goal Achieving Techniques
24	Lead and Funnel Management Techniques
25	Modern Parenting techniques
26	Salary Negotiation Technique
27	Advanced Personal Branding
28	Techniques of best Personal Presentation
29	Primary and Advanced meditation course

References

Name	Sardar Showkal Ali	Sheikh Aminur Rahman
Designation	Director Device	CMO
Address	Grameenphone Ltd, GP Houes, Basundhara R/A, Dhaka.	Nagad, 36, Kamal Attaturk Avanie, Banani, Dhaka
Email	sshowkat@grameenphone.com	aminur@nagad.com.bd



Md. Abul Kalam Azad



Asian College of Teachers
awards

Md. Abul Kalam Azad

for successfully completing

Professional Diploma in Train the Trainer

The awardee of the certificate has complied with the evaluation standards of the College and has met the requirements of our Academic Partners and Accreditation Bodies.

Registration Number: ACT/TTT/3501/2018/002

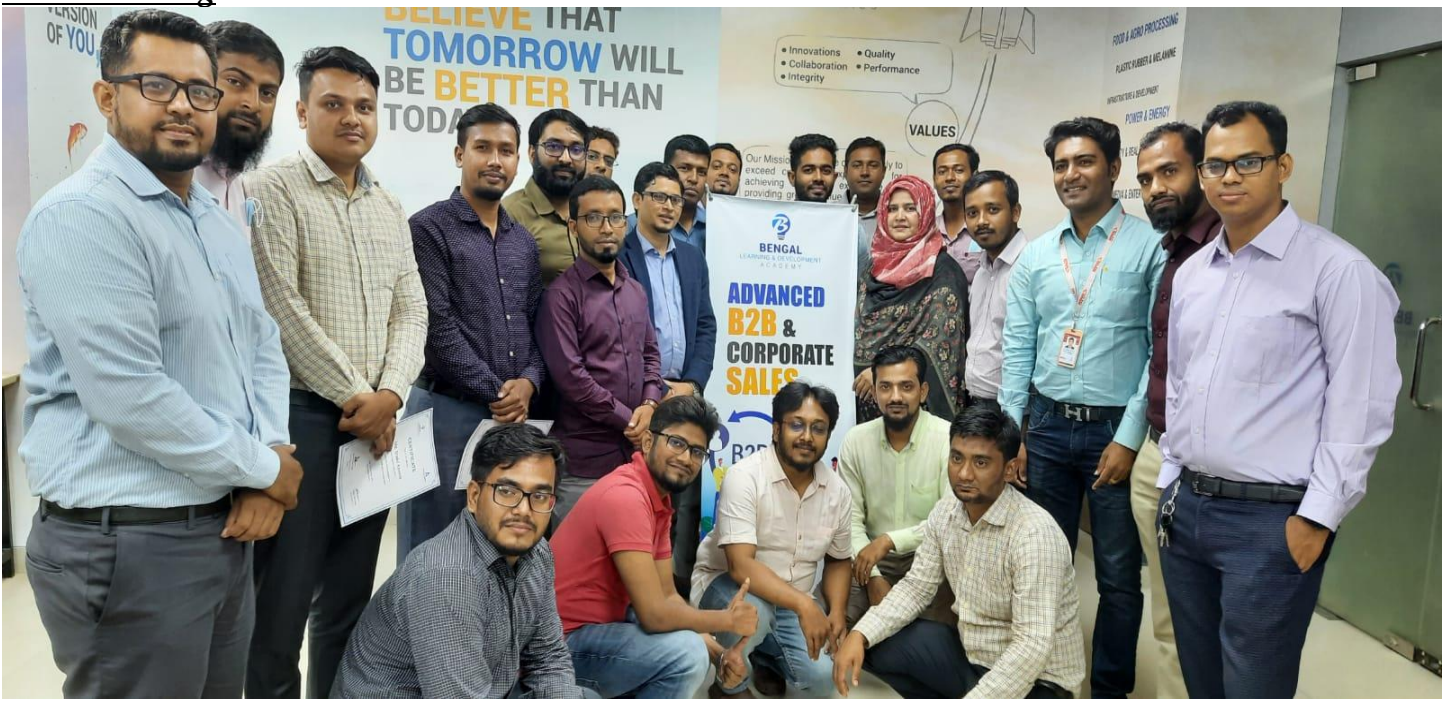
Date of Issue: 15th June 2018



Dr Sanjib Chakraborty
Dean



Sales Training



B2B Sales Trainings:



Modern trade Training



Sales Trainings



Stress Management:



Time Management:



Advanced Negotiation Skills





Advanced Communicati



Negotiation Skills



Presentation and Public S



Speaking skills



Corporate life Goals



Life balance Training



Goal Setting and Achieving Techniques



Trainer:

Md Abul Kalam Azad (MBA-PDG in TTT)