



Sayed MD Farukh E Alam

Manager - Business Development

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Languages

- Bengali
- English
- Hindi

About

A dynamic professional with a Bachelor's and Master's in History and Culture from the University of Chittagong, I entered the corporate world in 2013 as an Assistant Manager (Business Development) at Triangle Engineers Ltd, contributing to business growth for five years. In 2018, I transitioned to Axis Safety Engineering Ltd as a Manager (Business Development), continuing strategic planning and client relationship management for another successful five years. Having recently been admitted to the MSc in International Business program at the University of Bedfordshire, I am now eager to apply my skills to a part-time Sales role in the UK. My unique blend of academic insight and hands-on experience makes me a valuable asset, proficient in market analysis, strategic planning, and relationship building. With adaptability and a passion for sales, I bring a fresh perspective to the UK job market, poised to make a meaningful impact in a sales-oriented role. Enthusiastic about contributing to the success of a forward-thinking organization, I am ready to leverage my multicultural background and business acumen.

BRANDS WORKED WITH

- Axis Safety Engineering Ltd.
- Triangle Engineers Ltd

Experience

● Manager (Business Development)

Axis Safety Engineering Ltd. | Nov 2018 - Oct 2023

Name of unit or department: Business Development - Business or sector: Other service activities

- Formulated and executed strategic plans to expand the customer base.
- Cultivated over 100 leads, securing contracts that drove a 30% increase in annual revenue.
- Fostered enduring relationships with existing clients, achieving a 95% client satisfaction rate.
- Directed and motivated a team of four business development professionals.
- Delivered reports to senior management, disseminating key insights and facilitating decision-making.
- Collaborated closely with internal departments such as engineering, operations, and project management to ensure alignment and provide safety engineering expertise in achieving business development objectives.

● Assistant Manager (Business Development)

Triangle Engineers Ltd | Aug 2013 - Oct 2018

Name of unit or department: Business Development - Business or sector: Other service activities

- Conducted market research, identifying new market trends and potential clients.
- Built and maintained strong client relationships, resulting in a 20% increase in customer retention.
- Collaborated with the sales team to generate leads and convert them into sales, achieving sales targets.
- Proficient in market research and data analysis, utilizing tools such as Google Analytics, Google AdSense and Google Trends

Education & Training

- 2023 - 2023 ● University of Bedfordshire
Master of Science,
- 2011 - 2012 ● University of Chittagong
Master of Arts,

- 2006 - 2011 ● **University of Chittagong**
Bachelor of Arts,
- 2004 - 2006 ● **Hathazari college**
Higher Secondary Certificate,
- 1994 - 2004 ● **Gomdandi Pilot High School**
School Certificate,