



MD ABUL BASHAR

Business Development Manager

Contact

✉ basharuae07@gmail.com

☎ +971 55 9654412,067420337

📍 Dubai-United Arab Emirates

Key Skills:

Market Research & Analysis

Strategic Partnerships & Alliances

Client Relationship Management

Lead Generation & Sales Funnel
Management

Team Leadership & Development

Educational Skills:

Bachelor of Business Administration

Rajshahi University-Bangladesh

Graduated: 2003

Master of Business Administration

Rajshahi University- Bangladesh

Graduated: 2005

Professional Summary

*Dynamic and results-driven Business Development professional with over **18** years of experience in driving growth, building strategic partnerships, and identifying opportunities in diverse industries. Skilled in negotiating managing client relationships, and leading cross-functional teams to achieve sales targets.*

Professional Experience

Business Development Manager

Sharaf Exchange, Dubai(Sep 2023 – Present)

**YOY 38% increase in Bangladesh remittance business by identifying new business opportunities and leveraging existing client relationships.*

**YOY 1.25% increase in market share as per Bangladesh Bank Remittance Inflow reports in UAE market.*

**Responsible for the Business Development, Product and Service management of the corridor.*

**Closely connect with competitor's business activities and maintain reports to share to reporting authority.*

**Priority on new business opportunities, initiatives, tie-ups and suggest programs to retain customers.*

**Assisting in designing and executing periodic promotions to boost the market share.*

**Co-ordination with the respective CFT members of the *branch for marketing, corridor wise business *development, strategic locations to highlight the company products and services.*

Branch In charge

Sharaf Exchange, (Feb 2022- Aug2023)

**Developing and implementing strategies to optimize branch remittance.*

**WPS and foreign exchange business Ensure compliance with regulatory requirements and risk minimization. *Oversee daily operations, smooth customer services.*

Sales and administrative functions, marketing strategies.

**within the branch. Timely manage financial reports for the branch.*

Achievements & Awards:

*Certificate of Appreciation as a RISK CHAMPION, 2019

*Achieved allied Product Sales Target UAE Exchange Centre LLC, 2018

Technical Skills:

* MS Office Suite (Excel, PowerPoint, Word)

Languages Skills:

English :Fluent

Bengali :Native

Hindi :Conversational

Arabic :Basic

Personal Information:

Nationality :Bangladeshi

Date of Birth :30 December, 1979

Marital Status :Married

Interest :Reading Book, Music, Internet

Reference:

Syed Md Ehsan Ali

Head-Central Operations

Al Rostamani International Exchange

Mob: +971 505322156

<https://www.alroostamaniexchange.com>

Assistant Branch Manager

UAE Exchange Centre(Dec 2017 -Mar 2020)

**Manage a team of customer service staff to enhance client satisfaction by resolving issues and ensuring qualitative services.*

**Looking after day-to-day branch operations to achieve business targets*

**Act as a point of contact for AML/Regulatory queries*

*Conduct internal audits prior to an external audit to *ensure company policies and operations are up to standard*

Business Development Officer

UAE Exchange Centre(Dec2014-Nov2017)

**Corridor-wise marketing and reports to area marketing*

**manager. Frequently visit the existing and new corporate*

**customer's premises as per KYC policy*

**Ensure Branch volume of business and margin income through corporate tie up.*

Branch AML Officer

UAE Exchange Centre(Aug2010-Nov2014)

**Completing all client on-boarding applications & *Customer Due Diligence checks*

**Act as a point of contact for AML/Regulatory queries*

**Monitoring and submission of all identified high risk, *unusual and suspicious corporate or individual customers transactions*

Branch Accounts Officer

UAE Exchange Centre(Sep 2009 -Jul2010)

**Preparation and input of month end journal vouchers.*

**Debtor and Creditor reconciliations.*

**Assist in the preparation of monthly balance sheet reconciliations.*

Foreign Currency Cashier

UAE Exchange Centre (Jul2007-Aug2009)

**Cash management as well as utilization of fund*

**Bulk currency buying and selling,*

**Corporate dealing within the company and outside agents, Daily margin fix and plan accordingly*

Officer

National Bank Limited, Bangladesh (Sep 2005-Jun2007)

**Cheque Clearing, Cheque Deposit, remittance, Preparation*

Declaration

**This information furnished by me is true and correct to the best of my knowledge.*