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Şef departament de marketing

Work experience

Head of Business Development dept · Asia
 Continental Group (BD) · Dhaka

January 2024 - December 2024 · 11 months

RESPONSIBILITIES / FUNCTIONS

Led the Business Development Department of Asia Continental Group (BD) with a focus on expanding international manpower markets. Developed and trained three manpower delegates from Kyrgyzstan, guiding them in recruitment operations and market outreach. Organized and facilitated MOU signing between Asia Continental Group (BD) and partner organizations in Kyrgyzstan and Bangladesh. Built and strengthened global business channels with KSA, Kyrgyzstan, Russia, and Romania. Planned and executed branding, promotion, global sales, and marketing strategies for the company. Conducted market research to identify overseas manpower demand and new recruitment opportunities. Maintained communication and coordination with foreign partners, agents, and stakeholders. Represented the company in business meetings, delegation visits, negotiations, and recruitment events. Prepared proposals, presentations, and business expansion strategies for international contracts, ensuring compliance with recruitment regulations and documentation standards.

? ACHIEVEMENTS

Successfully developed three manpower delegates from Kyrgyzstan and integrated them into company operations. Initiated and completed an MOU between Asia Continental Group (BD) and Kyrgyz partners, strengthening international recruitment cooperation. Expanded business opportunities with KSA, increasing the company's manpower export potential. Played a key role in opening recruitment channels for skilled, semi-skilled, and unskilled workers to Romania, Russia, Kyrgyzstan, and KSA. Designed and supervised corporate branding, promotion, and global marketing strategies, enhancing international visibility. Contributed to strategic growth by bringing new partners, identifying new markets, and improving global communication. Recognized as a proactive planner and strategist in the company's overseas business development and expansion initiatives.

Skills: Market Research, Trade Documentation, Team Leadership,

👤 51 years

♂ Male

📍 Bălți

📍 Tiraspol

📍 Cricova

📍 Chişinău

💰 3 000 EUR

in

TOP Skills

- **Market Research** · 12 months
- **Trade Documentation** · 12 months
- **Team Leadership** · 12 months
- **Project Planning** · 12 months
- **Strategic Partnership Building** · 12 months
- **International Recruitment** · 12 months

Preferences

- Full-time
- Part-time
- Flexible
- In-house
- Mobile work
- Remote

Languages

- **Romanian** · Don't know
- **Russian** · Don't know
- **Spanish** · Elementary
- **English** · Native

Skills

- Adaptability
- Business development
- Team recruitment
- Strategic planning
- Net
- International working
- Business development

Driving licence

Category: A

With personal auto

Project Planning, Strategic Partnership Building, International Recruitment, Business Development

Trade Analyst & Strategic Planner · BGL Group · Dhaka

January 2023 - December 2023 · 11 months

As Trade Analyst & Strategic Planner at BGL Group, I was responsible for developing international business strategies, conducting market assessments, and expanding the group's global footprint. I successfully developed two international manpower delegates — one in Saudi Arabia and one in Russia — creating new recruitment channels and strengthening cross-border cooperation. I also led the preparation, negotiation and signing of a comprehensive MOU between BGL Group and its Bangladesh partner, enabling formal collaboration and operational expansion.

I played a key role in developing three sister concerns under BGL Group, focused on tourism industries, agro-business and e-commerce, including structural planning, target-market identification and operational setup. I facilitated the company's membership in several chambers of commerce and industry associations, enhancing visibility, credibility and networking power.

One of my major achievements was establishing a BGL Group branch office in the Kingdom of Saudi Arabia, including securing official membership in the KSA Chamber of Commerce and Industry, which strengthened the group's position in the Gulf region. I supervised recruitment processes, including CV screening, candidate evaluation and team selection, ensuring the formation of an efficient and capable workforce.

Through strategic planning, partnership development and organizational leadership, I contributed significantly to the group's operational growth, international presence and business diversification.

Skills: Partnership building, Net, Problem-solving, Strong leadership

Executive Director · Work4U · Dhaka

January 2021 - December 2022 · 1 year 11 months

Business Development

Executive Director · Rahman Group · Dhaka

January 2016 - December 2020 · 4 years 11 months

To develop new delegates.

Marketing Director · Angel Group of Industries · Gazipur

January 2008 - December 2012 · 4 years 11 months

To develop new apparel buyers from Europe

Apparel Merchandising & clothing Marketing ·

Applique Group of Companies · Dhaka

January 2003 - December 2006 · 3 years 11 months

Textile Buyer development

Desired industries

- Top Management
- Tourism / Hospitality
- Management

Education: Higher