

RAZU AHAMED SUMON

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CAREER OBJECTIVE

Result-driven, energetic, and highly motivated professional with over 4 years of dynamic experience across banking operations, corporate liabilities, and modern B2B sales sectors. Aiming to leverage proven capabilities in corporate account acquisition, key account management, and territory development to excel in high-growth Business Development and Management roles within top-tier FMCG and corporate organizations, effectively boosting market footprint and enterprise revenue.

CORE COMPETENCIES & SKILLS

- **Sales & Strategy:** B2B Sales, Corporate Sales, Territory Mapping
- **Finance & Compliance:** Portfolio Management, AML, SLA Compliance
- **Client Relations:** Key Account Management, Executive Advisory
- **Tools & Software:** Advanced MS Excel, CRM Tools, Data Analysis

PROFESSIONAL EXPERIENCE

Business Development Manager (BDM) Jul 2026 – Present
Euro Decor Group – Banani, Dhaka

- **Pipeline Development:** Partnering in identifying high-value corporate leads and mapping market networks to drive premium interior solution and B2B contract sales.
- **SLA Compliance:** Managing complex technical estimations and proposal designs to prepare highly accurate Bill of Quantities (BOQs) within strict 48-hour corporate SLA windows.
- **Training & Development:** Designing high-impact sales training modules and conducting strategic knowledge-sharing sessions to optimize team efficiency and field performance.

Relationship Executive (SME Banking / Liabilities) Dec 2024 – Jun 2026
Mhadi Support Services Limited (Assigned to BRAC Bank PLC) – Middle Badda, Dhaka

- **Portfolio Growth:** Successfully mobilized over **BDT 170 Million (17 Crore)** in retail and SME deposits through strategic account acquisition, commercial mapping, and robust relationship management.
- **Key Account Management (RM):** Acted as dedicated Relationship Manager for high-value corporate clients, efficiently handling large-scale enterprise portfolios and complex financial transactions.
- **Financial Advisory:** Advised corporate and individual clients on fixed-term investments, FDR, DPS, and business liquidity optimization tools to maximize bank liabilities.
- **Cross-Channel Banking:** Facilitated comprehensive Cash Management solutions, transaction banking, and alternative digital channel onboarding for corporate entities to improve retention.

Showroom Sales & Marketing Executive Mar 2020 – Jul 2022
You Best – Badda Link Road, Dhaka

- Executed target-oriented showroom retail sales and localized promotional activities to amplify product visibility and brand positioning.
- Maintained exceptional customer satisfaction benchmarks, consistently driving high-value recurring client retention and referrals.

ACADEMIC PROFILE

Degree / Exam Title	Major / Concentration	Institute	Result	Year
MSS	Political Science	Govt. Titumir College	CGPA 2.80/4.00	2022
BSS (Hons)	Political Science	Govt. Titumir College	CGPA 2.92/4.00	2021
HSC	Humanities	Govt. Shahid Sohrawardi College	GPA 3.25/5.00	2017
SSC	Science	Govt. Islampur Nakjahan Pilot Model High School	GPA 4.00/5.00	2015

PROFESSIONAL QUALIFICATIONS & TRAININGS

Training Program / Certification	Core Subject / Domain	Issuing Authority	Year
SME Deposit Products	Banking Products & Liabilities	BRAC Bank PLC	2025
Cyber Hygiene	Cyber Security & Compliance	The Asia Foundation & SAJIDA Foundation	2025
Anti-Money Laundering (AML)	Financial Regulatory Compliance	BRAC Bank PLC	2024
Code of Conduct	Corporate Ethics & Banking Governance	BRAC Bank PLC	2024

LEADERSHIP & EXTRA-CURRICULARS

Founding President

Janaseba Tarun Sangha

Formulated and led a structured youth social development organization to orchestrate community healthcare drives, volunteer work, relief distribution, and general socio-economic welfare initiatives. Developed core competencies in people management, public relations, and large-scale operational leadership.

Established 2024