



Itrat Anwar

Business Development Manager

A dynamic professional with a proven record of generating and building relationships, managing projects from concept to completion and coaching individuals to success. Skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenges. An adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

CONTACT

Address: Al Rigga Rd, Deira, Dubai.
Phone: 0527632390
Email: itan.07@hotmail.com
LinkedIn: www.linkedin.com/in/itan

Availability: **Immediately (Full Time)**

SKILLS & COMPETENCES

Innovation Management Negotiation

Adaptability Problem Solving Leadership

Teamwork Marketing Strategy Development

Decision Making Microsoft Office Suit Slack

LANGUAGES

Bengali	—	—	—	—	—
English	—	—	—	—	—
Hindi	—	—	—	—	—
Russian	—	—	—	—	—

INTERESTS

Economics, History, Science Fiction,
Chess, Neuromarketing, Mindfulness

REFERENCES

Shah Md Aminul Haq

Chairman, GlobePac Foods & Beverage.
Former Chairman BCIC & Secretary to Govt.
Mobile: +880 1777 332 732
shahamin11@yahoo.com

Karina Pimenova

HR Manager, Amber Pro.
Saint Petersburg, Russia.
Mobile: +7 950 034 2905
kpimenova@bigdataspb.com

Prof. Dr. Md. Salim Reza

University of Rajshahi (RU)
Mobile: +880 1716 077 780
mdsalimraj@yahoo.com

CAREER

Business Development Manager (2018- 2021)

GlobePac Foods and Beverage Panthapath, Dhaka, Bangladesh

- Develop and implement commercial strategies.
- Conduct market research and analysis to create detailed business plans on commercial opportunities.
- Understand the requirements of existing customers to ensure their needs are being met.
- Act to acquire new customers and manage client relationships.

Business Development Manager (2017-2018)

Amber Pro Voznesenski Prospect, Saint Petersburg, Russian Fed.

- Work with a database of clients from foreign countries.
- Maintaining statistics, reporting in the CRM system.
- Maintenance of customer cards in the CRM system.
- High call statistics (more than 50-70 outgoing calls per day).
- Maintenance and compliance with the level of customer service.
- Assistance in translating media and information content.

Executive, Sales (2012– 2015)

Aamra Resources Limited Banani, Dhaka, Bangladesh

- To source client, persuade them to buy premium textile machineries.
- Make direct & regular contact with existing customers.
- Visit potential customers and maintain positive relationship.
- To prepare the estimate or quote prices, credit terms, trade-in allowance, warranties and delivery dates.
- Delivering products and closing the sale.

EDUCATION

2017: **Preparatory Course**, Peter the Great St. Petersburg Polytechnic University (SPbPU), Saint Petersburg, Russian Federation.
2011: **MBA (Marketing)**, Institute of Business Administration (IBA), RU.
2009: **BBA (Marketing)**, Ahsanullah University of Science & Technology.

COURSES AND CONFERENCES

Certificate of Competence 2014

Leadership Management *Aamra management solution.*

Certificate of Appreciation 2013