



MD. ANASUL HAQUE

Group General Manager

Career Objective

Seeking a leadership role in **Customer Service, Commercial Operations, and International Trade** sectors in Bangladesh or abroad to leverage my expertise and drive growth while advancing my career in a dynamic organization.



Mohammadpur, Dhaka



+8801819244935



anasulhaque@gmail.com



[linkedin.com/in/md-anasul-haque-02657628](https://www.linkedin.com/in/md-anasul-haque-02657628)

Soft Skills

- Excellent Communication
- Proven Leadership
- Result Oriented
- Decision Making
- Organizing & Planning
- Problem Solving

Achievements

- **Successfully completed the workshop on The Art of Leadership** by LCBS Dhaka Ltd. in 2018.
- **Participated in HSBC Bangladesh's 2007 seminar on Trade Services.**
- **Completed a Business Communication Workshop** with Brett Jansen, British Council, Bangladesh, 2007.
- **Promoted to Assistant General Manager (Commercial)** by FCI (BD) Ltd in 2007.
- **Completed HSBC Bangladesh's 2006 seminar on UCP, URC, and FX Guidelines on key updates and future changes.**
- **Promoted to Manager (Commercial)** by FCI (BD) Ltd in 2003.

Professional Training

Title: Export & Import under UCPDC

Year: 2006

Institution: HSBC, Bdjobs

Title: Principles of Marketing, Principles of Management

Year: 2005

Institution: Bangladesh Open University

Career Summary

25+ years of working experience in the field of **Commercial and Logistics departments as a Group General Manager**, Assistant General Manager, Manager, and Executive.

Expert in Regulatory Affairs, Import-Export, Freight Forwarding, Commercial, Warehouse Management, Customer Relationship Management, and Supply Chain.

Vast knowledge on Trade-Investment and Banking,

Work Experience

Organization: Babylon Group

Designation: Group General Manager (Commercial and Logistics)

Duration: June, 2020- Continuing

Duties & Responsibilities:

- Developing and implementing commercial and logistics strategy to align with company goals, driving efficiency and profitability.
- Overseeing daily operations of logistics, supply chain, inventory, transportation, warehousing, and distribution.
- Ensuring compliance with laws and regulations, manage logistics risks, and mitigate supply chain disruptions.
- Improving supply chain and logistics efficiency through best practices and adoption of new technologies.
- Identifying business opportunities, negotiating contracts, and maintaining key stakeholder relationships to drive revenue.
- Managing commercial and logistics budgets, analyze costs, and implement cost-saving initiatives.
- Establishing performance metrics and report on commercial and logistics performance to senior management.
- Collaborating with sales, marketing, finance, and production to integrate logistics with company-wide objectives.
- Overseeing the negotiation, preparation, and execution of contracts, ensuring favorable terms and compliance with company policies.
- Establishing key performance indicators (KPIs), track performance metrics, and provide regular performance reports to senior management.

Key Buyers: Kohl's, J C Penney, Tesco, Mothers Work, Jones, Charming, Shoppers Inc, Walmart, Sears, Inditex, Haggar, K-Mart, PVH, Arcadia Group PLC, Dimensions, New Look, Celio, Jules, Monoprix, H & M (Hennes & Mauritz), Zara and many more.

Title: Business English
Year: 2004
Institution: British Council

Title: Diploma on IPSCM (Partial)
Year: 2003
Institution: DCCI with joint collaboration of WTO/UNCTAD

IT Skills

- MS Word 
- MS Excel 
- PowerPoint 

Languages

- Bangla 
- English 

Education

M.B.A
Major: Management Information System
Year: 2003
Institution: Asian University of Bangladesh

M.S.S
Major: Political Science
Year: 1995
Institution: National University of Bangladesh

Personal Information

Date of Birth: 1st January, 1973
NID: 1932315136
Marital Status: Married
Religion: Islam
Permanent Address: Keranipara, Rangpur

Organization: Shanta Industries Ltd
Designation: Assistant General Manager (Commercial)
Duration: September, 2010- May, 2020

Duties & Responsibilities:

- Overseeing the day-to-day commercial activities, ensuring smooth execution of sales, marketing, pricing, and contract management processes.
- Assisting in the preparation of the commercial budget, monitoring financial performance, and ensuring the effective allocation of resources to achieve commercial objectives.
- Monitoring the performance of commercial initiatives, ensuring the achievement of business goals, and providing insights to optimize future strategies.

Key Buyers: Polo Ralph Luren, M&S, Nike, Zara, Esprit, Tactical, Puma, Umbro.

Organization: FCI (BD) Ltd
Designation: Assistant General Manager (Commercial)
Duration: August, 2007 – August, 2010

Designation: Manager (Commercial)
Duration: June, 2003- July, 2007

Designation: Executive (Commercial)
Duration: June, 1999- May, 2003

Key Buyers: Alexon- UK, Hobbs-UK, EWM-UK, Charles, Vogele- Switzerland, KappAhl- Sweden, Mothers Work-USA, C&A- Germany, H&M-Sewden, S. Oliver, Tema, M&S.

References

- 1. Name: Mr. Abdus Salam**
Organization: Babylon Group
Designation: Director
Email: salam@babylon-bd.com
Mobile: +8801713142880
Relation: Professional
- 2. Name: Mr. Arif Bhuiyan**
Organization: Babylon Group
Designation: Group Chief Executive Officer
Email: arifbhuiyan@babylon-bd.com
Mobile: +8801755538509
Relation: Professional
- 3. Name: Mr. Muhammad Imtiaz Hassan**
Organization: BEZA (Bangladesh Economic Zones Authority)
Designation: Deputy Secretary
Mobile: +8801767695901
Relation: Professional