



## Contact Info

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- Flat: A-4, House: 497, Road: Bepari Goli, Wireless Rail Gate, Mogbazar, Dhaka 1217

## Core Competencies

- B2B Sales & Distribution Relationship Management
- Market Share Growth Strategy
- Digital Channel Transformation
- Stakeholder Management
- Market & Competitor Analysis

## Technical Skill

- MS Office Suite – Advanced

## Soft Skills

- Communication
- Negotiation
- Problem-solving
- Presentation
- Planning & Organizing

## Language

- Bengali - Proficient
- English – Professional

## Personal Info

Date of Birth: 20<sup>th</sup> August, 1996  
Nationality: Bangladeshi

# Syed Nazimul Haque

Sales Professional | MBA & BBA

## Profile Summary

Dynamic sales leader with proven success in B2B & distribution management across Bangladesh's largest fintech and MFS organizations. Adept at driving revenue growth, client experience excellence, distribution relationship management, and digital channel transformation. Skilled in developing and executing cluster business strategies to support B2B products, and delivering sustainable market share growth in competitive environments. Recognized for surpassing sales targets, building strategic partnerships, and implementing future-fit operating models.

## Job Experience

**Account Manager, Business Sales** (Aug 2023 – Continue)

UCB Fintech Company Limited (upay)

### Core Functions & Achievements:

- Spearheaded corporate sales and distribution growth, securing partnerships with top-tier conglomerates.
- Delivered **60%** quarter-on-quarter portfolio growth, surpassing acquisition and retention targets.
- Managed relationship with large distributor and retail networks, ensuring availability of products & services in line with client experience goals.
- Drove digital sales enablement initiatives, improving channel efficiency and visibility.
- Coordinated with cross-functional teams to execute cluster-level business plans and market expansion strategies.

**Relationship Executive, Business Sales**

(Oct 2021 – Jul 2023)

bKash Limited

### Core Functions & Achievements:

- Led initiatives resulting in BDT 6,000 million revenue generation within one year of product development.
- Coordinated effectively with 300 bKash Distribution Networks, 13 Territory Managers, 28 Area Managers, and 10 Regional Managers.
- Established successful trade relationships with 30 corporate clients and engaged with 400 client stakeholders.
- Achieved a remarkable 300% revenue target, leading to nomination for the CEO's award in 2022.

## Education

- MBA in Finance & Banking, Bangladesh University of Professionals '21 (CGPA: 3.52 out of 4)
- BBA in Finance & Banking, Bangladesh University of Professionals '20 (CGPA: 3.17 out of 4)
  - 70% Scholarship, PTAK Prize '19
  - Champion, Microsoft YB Business Idea Summit '18
  - BUP Senate Award, '18
  - Best Paper Award (Int.), MCEM Conference, India, '17
- HSC in Business Studies, Rajuk Uttara Model College '14 (GPA: 5.00 out of 5)