



ZIAUL HOQUE

House # 111/B/6 & 112/KA/1 North Mughda, Dhaka.

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Career Object:

I intend to work challenging and competitive environment, where strong sense of responsibility and commitment requires. I strongly believe my skills will equip me to work in any place, where dignity of work provides job satisfaction and place of work provides potential avenue to secure and executive position.

Application Brief

Key Skills: Leadership, People Management, Ability to work under pressure, Negotiation, Time management.

Total Year of Experience: 16 Years.

Work in experience at present: **Dutch Bangla Bank PLC.**

Joining: November 26, 2023.

Designation: Senior Assistant Vice President.

Functional Designation: Regional Head of National Sales.

Division: Retail Banking.

Responsibility:

- To grow up Retail Business through the channel of Relationship Manager & Direct Sales Officer.
- As per KPI to meet 50% of asset product disbursement target, 10% credit card, 05% prepaid card & 15% deposit target and rest of Recovery & Collection.
- Monitoring each RM net growth targets & portfolio retentions.
- To amylases each file and physical visit then forward to CRM.
- DSE Recruitment, Retention & Train up.
- Maintain relationship with stakeholder internal & external.

Previous Experience: **Meghna Bank PLC.**

Joining: December 21, 2020 to till November 26, 2023.

Designation: Assistant Vice President.

Functional Designation: Head of Sales.

Division: Retail Banking.

Responsibility:

- To grow up Liability Business through the channel of Direct Sales.
- Net Growth, New Acquisition & Portfolio Retention Target.
- Analyzing & developing deposit product & business planning.
- DSE Recruitment, Retention & Train up.
- Maintain relationship with stakeholder.

Previous Experience: **Bank Asia PLC.**

Joining: August 2017 to Till December 10, 2020.

Designation: First Assistant Vice President.

Functional Designation: Head of Sales.

Department: Consumer Finance:

Division: Retail Banking.

Job Location: Corporate Office, Motijheel Dhaka.

Responsibility:

- To grow up Retail Asset Business through the channel of Branch Sales & Agent Banking.
- Zone wise regular Branch Visit with training to boost up Retail Business.
- Retail Portfolio Net Growth Target & Portfolio Retention.
- Maintain relationship with stakeholder (Developer, Auto Showroom & Corporate Customer).

Previous Experience: **Brac Bank PLC.**

Joining: March 2009 to till July 2017.

Last Designation: Senior Principal Officer (SPO).

Functional Designation: Sales Manager.

Department: Retail Sales.

Division: Retail Banking.

Job Location: Sepal Tower, Tejgoan Dhaka.

Responsibility:

- To grow up Retail Asset Business through the channel of Direct Sales.
- To meet team target monthly & yearly of Retail Loan.
- Implementing marketing strategy like as asset product marketing plan, select target market, select target customers, relationship buildup with stakeholders (Developers, Vendor of Auto showroom & Corporate Customer).
- Initiating new business planning. Analysis & developing banking product with ensure customer better service quality.

Professional Training:

- I have participated 20 days long training arranges by Delta Brac Housing Finance Corporation Ltd. Regarding Home loan & Liability product, Client Concern & Service.
- I have participated 04 days long training arrange By Brac Bank Secured Value center About Secured Product, Client concern Customer service & General Banking.
- I have participated in the “Foundation Course for the officers of Brac Bank Ltd.,” Conducted by BIBM, during 18-31 January 2011.
- I have participated “English Proficiency Development Course” duration: 14 Weeks, organized by Brac University.
- I have participated day long training on Successful Negotiation Techniques: How to Negotiate Win-Win Deals. Held on Friday, March 05, 2010. Organized by www.prothom-alojobs.com.
- I have Participated Prevention of Money Launder in the day long training organized by Brac Bank.
- I have participated a 02 days long training on “Development of Professional Selling” organized by BRAC Bank Limited and conduct by BRIDDHI.
- I have participated a day loan training on “How to be a good leader at work place” organized by BRAC Bank Ltd.
- I have participated 02 days long training on “Sales Coaching” organized by BRAC Bank Limited and conduct by LCBS.
- I have participated day long training on “Consumer Finance through Islamic Mode” organized by Bank Asia.
- I have participated day long training on “Retail Banking” organized by BIBM.

Achievements:

- Best Sales Manager in “KITE” – a Campaign of Retail Sales” for retail banking division held on March – May, 2017 at Brac Bank.
- 1st position in “Cross Your Own Limit” - a Campaign of Retail Sales” for retail banking division as Top Sales Manager held during August – November 2015, at Brac Bank.
- 1st position in “Champion of the Champion”- a Campaign of Retail Sales” for retail banking division as Top Sales Manager held during February - June 2015, at Brac Bank.

- Achieved 3rd position in “JAAGO” a Campaign of Retail Sales” for retail banking division as Best Team Leader held during June-July 2012, at Brac Bank.

Academic Qualification:

Masters of social science (MSS) in Political Science 2003 held in 2005.
Second Class, (Under National University)
Bachelor of Social Science (Pass) in Social Science 1999.
Second Class, (Under National University)
Higher Secondary School Certificate (HSC) in 1997.
Second division, (Sonapur Degree College, Under the Comilla Board)
Secondary School Certificate (SSC) in 1995.
First division, (Brother Andres High School, Under the Comilla Board)

Personal Details

Father's Name : Md. Shamsul Hoque
Mother's Name : Monowara Begum
Date of Birth : 25th April, 1978
Blood Group : B+
National ID : 866 930 0744
Marital Status : Married
Religion : Islam
Permanent Address : Village – Sonapur , Post- , Sonapur, P.S -Sadar, Dist. –Noakhali.

Referees

Name : Md. Rafiqul Islam.
Designation : Head of Retail Banking Division.
Organization : Al Arafa Islami Bank PLC
Address : Corporate office, Tejgoan Dhaka.
Mobile : 01612364168.

I hereby declare that the above written particulars are true to the best of my knowledge & belief.

Ziaul Hoque

Date: