

## Md. Bayezid

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### CAREER SUMMARY

Dynamic and results-driven sales leader with over 20 years of experience in Retail Banking and financial services. Adept at building and managing large, high-performing teams and overseeing vast portfolios. Proven track record in developing strategic initiatives that lead to substantial revenue growth and market expansion. Recognized for exceptional leadership, training capabilities, and fostering strong client and partner relationships

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### KEY ACHIEVEMENTS

- **Leadership in Retail Banking**
  - Managed and led a sales team of 250 at BRAC Bank, driving one of the largest Retail sales portfolios and earning consecutive team and individual leader awards.
  - Oversaw 46 branches as Regional Sales Head, achieving retail business growth from BDT 5 crore to BDT 17 crore within 3 months.
- **Portfolio Management & Growth**
  - Directed Retail sales team of 100 and managed retail business operations across 128 branches at Bank Asia Limited, increasing Retail Business performance by BDT 400 crore in net assets in less than 2 years.
- **Sales Training & Development**
  - Spearheaded training programs for new as well as existing sales team members and branch staff, significantly improving their performance and contributing to overall team success.
- **Campaign Successes**
  - Consistently ranked 1<sup>st</sup> in major Retail loan campaigns and secured top leader positions in comprehensive Retail banking product campaigns.
- **Strategic Operations in MFS**
  - Currently at Nagad Ltd., a leading MFS company, managing partnerships with Banks, Insurance Companies, NBFIs, and MFIs, showcasing exceptional leadership in the digital ecosystem.
  - Achieved consistent month-on-month growth in portfolio transactions and maintained strong relationships with top-tier partners.
  - Introduced new services such as DPS & Loan Collection, disbursements to wallets, and insurance product subscriptions.
  - Pioneered first-to-market solutions, including fund transfers to Visa Debit cards and Mastercard Credit Card Bill payments.
  - Managing a portfolio of over BDT 700 crore while ensuring monthly growth.
  - Demonstrates deep knowledge and strategic understanding of the digital financial ecosystem, driving innovation and enhancing market competitiveness.

## **PROFESSIONAL EXPERIENCE**

### **SAVP & Head of Financial Institutions, Business Sales**

*Nagad Ltd. | June 2020 – Present*

- Managed partnerships with financial institutions, ensuring month-on-month portfolio growth and strategic expansion.
- Led product innovations and launched services to enhance customer offerings and market presence.
- Cultivated top-level partnerships, supporting sustainable growth and service diversification.

### **SAVP & Head of Sales, Retail Banking**

*Shimanto Bank Limited | April 2019 – June 2020*

- Directed branch and sales team performance, ensuring achievement of retail loans and cards targets.
- Developed and executed customer retention strategies and oversaw new product launches.

### **AVP & Head of Sales, Retail Banking**

*Bank Asia Limited | August 2017 – April 2019*

- Managed retail sales and branch operations for 128 branches.
- Formulated strategies for business growth, leading to substantial portfolio gains.

### **AVP & Head of Regional Sales, Retail Banking**

*BRAC Bank Limited | January 2017 – August 2017*

- Supervised 46 branches and managed a team of 250.
- Implemented sales strategies that exceeded targets and provided comprehensive training programs.

### **Previous Roles at BRAC Bank Limited**

- *Customer Service Manager | 2016 – 2017*
- *AVP & Senior Sales Manager, Supreme Banking | 2013 – 2016*
- *Sales Manager, Home Loan | 2008 – 2013*

### **Sales Executive Roles**

*Rangs Properties Limited | 2006 – 2008*

*Assurance Developments Limited | 2004 – 2006*

## **EDUCATION**

### **Master of Business Administration (MBA)**

Major: Marketing

*Asian University of Bangladesh, 2016*

### **Bachelor of Commerce (B. Com.)**

Mohammadpur Central University

*National University, 2003*

### **Higher Secondary Certificate (HSC), Science**

*College of Development Alternative, 2000*

### **Secondary School Certificate (SSC), Science**

*Kishorganj Govt. Boys High School, 1997*

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## **TRAINING & CERTIFICATIONS**

- Managerial Leadership & Team Effectiveness, IIM Kolkata
  - Banking Foundation Course, BIBM
  - Salesmanship & Achieving Results, BRAC Bank Ltd.
  - NLP Training for Personal Excellence, BRAC Bank Ltd.
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## **REFERENCES**

Available upon request.