

MUHAMMAD SAIFUL ISLAM

COMMERCIAL MANAGER

18 Kolmilata, Sector 18, Uttara, Dhaka| s_nahid88@yahoo.com | [LinkedIn Profile](#)

PROFESSIONAL SUMMARY

Commercial Manager with 10+ years of global experience in logistics, procurement, tender management, customs clearance, vendor negotiation, and supply chain operations. Skilled in cost control, ERP, CRM, and Excel, with strong expertise in remote collaboration and cross-functional team leadership.

PROFESSIONAL SKILLS

International Procurement & Imports
Tender & Bid Management
Vendor & Client Negotiation
Supply Chain & Customs Clearance
Cross-Functional Team Leadership
Cost Control & Budgeting
Remote Collaboration & Communication

TECHNICAL SKILLS

CRM	Excel (Advanced)
ERP	Financial Analysis

PROFESSIONAL EXPERIENCE

Commercial Manager, Genesis Technologies Limited	Jan 2020 - Jul 2025
---	----------------------------

- Managed end-to-end international procurement and sourcing for fire safety equipment, ensuring timely delivery and regulatory compliance across all transactions.
- Oversaw customs clearance for 300+ annual shipments, maintaining 100% accuracy with international trade regulations and avoiding delays or penalties.
- Conducted strategic supplier negotiations, achieving up to 15% cost reductions through competitive bidding and value-based sourcing strategies.
- Managed and maintained long-term relationships with 30+ global vendors, securing favorable payment terms and ensuring procurement alignment with business goals.

Assistant Commercial Manager, Genesis Technologies Limited	Jul 2018 - Dec 2019
---	----------------------------

- Developed and implemented a Vendor Performance Tracking System, boosting vendor responsiveness by 25% and reducing issue resolution time by 12+ hours.
- Coordinated 60+ daily client and vendor communication schedules, ensuring timely follow-ups, project alignment, and smooth commercial operations.
- Provided strategic logistics and administrative support to cross-functional teams, facilitating seamless project execution and operational continuity.
- Assisted in managing supplier relationship management (SRM) activities, improving compliance, delivery timelines, and long-term procurement efficiency.

Senior Commercial Officer, Genesis Technologies Limited	Apr 2017 - Jun 2018
--	----------------------------

- Conducted detailed market analysis and competitive benchmarking to develop optimal pricing strategies, resulting in an 8% increase in gross profit margins across core product lines.
- Prepared and distributed quarterly market intelligence reports to senior leadership and procurement teams, driving data-driven decisions in supplier sourcing and contract negotiations.

EDUCATION

Master of Business Administration - MBA, Finance and Financial Management Services
Southeast University

May 2014 - Apr 2016

I completed my MBA in Finance and Financial Management Services at Southeast University, Bangladesh, where I focused on financial analysis, investment strategies, corporate finance, and strategic planning. During this time, I developed strong budgeting, risk management, and financial decision-making skills to drive business performance and growth.

Bachelor of Business Administration - BBA, Accounting and Finance
Independent University, Bangladesh

May 2009 - Apr 2013

I completed my Bachelor of Business Administration (BBA) in Accounting and Finance from Independent University, Bangladesh. Throughout the program, I built a solid foundation in financial reporting, cost accounting, corporate finance, and business strategy. This experience sharpened my analytical thinking and decision-making skills, especially in budgeting and commercial operations.

CERTIFICATES

International Logistics
LinkedIn

Jul 2025

Obtained a LinkedIn Certificate in International Logistics, covering global supply chain operations, freight forwarding, customs regulations, and cross-border logistics strategies. Gained practical knowledge to optimize shipping processes, reduce costs, and ensure compliance with international trade and transportation standards.

Implementing Supply Chain Management
LinkedIn

Jul 2025

Obtained a LinkedIn Certificate in Implementing Supply Chain Management, gaining hands-on knowledge in supply chain planning, procurement, inventory control, logistics coordination, and performance optimization. Developed skills to improve operational efficiency, reduce costs, and align supply chain strategy with business goals.

Result-Based Management
Swiss SDC & CEAFS

Feb 2016

Obtained a certificate in Implementing Result-Based Management from Swiss SDC & CEAFS. Gained expertise in planning, monitoring, and evaluating development projects to achieve measurable outcomes and enhance organizational performance.

TRAINING & WORKSHOP

Accounting & Finance Manual
International Labor Organization (ILO)

Sep 2014

Live in Field Experience (LFE) Program
Independent University, Bangladesh

Jan 2013