



MERAJ HUSSAIN

GENERAL MANAGER

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PROFILE

Ambitious and forward-thinking individual. I am also exposed to different cultures which helps me to blend and adapt in new environment. With Research & Development skills, system design automation & various wealth and financial plans enables me to develop balanced and logical information to meet my goals.

CONTACT

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<https://www.hr2international.com>

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Al Khan, Al Taawun Street, Sharjah

EXPERIENCE

GENERAL MANAGER, HR2 INTERNATIONAL, DHAKA, BANGLADESH

NOVEMBER 2021 – JANUARY 2023

- Prepared annual budgets with controls to prevent overages.
- Drove year-over-year business growth while leading operations, strategic vision and long-range planning.
- Developed and maintained relationships with customers and suppliers through account development.
- Delivered business strategy and developed systems and procedures to improve operational quality and team efficiency.
- Enhanced operational efficiency and productivity by managing budgets, accounts, and costs.
- Designed modern employee recognition program which boosted productivity and improved morale.
- Introduced new methods, practices, and systems to reduce turnaround time.
- Developed effective business plans to align strategic decisions with long-term objectives.
- Identified trends in customer marketplaces to develop valuable solutions.
- Implemented operational strategies and effectively built customer and employee loyalty.
- Assessed reports to evaluate performance, develop targeted improvements and implement changes.

EXECUTIVE DIRECTOR, ROYAL CORPORATION, DHAKA, BANGLADESH

MARCH 2020 – JANUARY 2023

- Provided exceptional counseling, case management, education and job training to diverse client base.
- Negotiated new annual contracts and service agreements with vendors to achieve prime pricing.
- Updated and maintained membership database on consistent basis.
- Worked closely with organizational leadership and board of directors to guide operational strategy.
- Prioritized and allocated valuable resources to meet business targets.
- Aligned department vision, goals and objectives with company strategy to achieve consistently high results.
- Drove strategic improvements to enhance operational and organizational efficiencies.

LANGUAGE

English (Native)

Arabic (Fluent)

Bangla (Native)

Urdu (Native)

Hindi (Native)

ACTIVITIES AND INTERESTS

Art

Hiking

Museum Tour

Writing

- Monitored sales forecasts and projected financial planning for organization to achieve revenue goals.
- Spearheaded successful business development initiatives aligned with company's strategy and core competencies.
- Evaluated service contracts and collaborated with legal counsel on negotiated improvements.
- Defined company roles and responsibilities to establish and enhance processes.
- Directed technological improvements, reducing waste and business bottlenecks.
- Oversaw business-wide changes to modernize procedures and organization.

EDUCATION

MBA: ACCOUNTING

THE UNIVERSITY OF COMILLA

DHAKA, BANGLADESH

APRIL 2020 – MAY 2022

MBA (APPEARED): INTERNATIONAL BUSINESS

SWINBURNE UNIVERSITY OF TECHNOLOGY, SARAWAK CAMPUS.
MELBOURNE, AUSTRALIA.

MAY 2017 – NOVEMBER 2018

BBA: BUSINESS ADMINISTRATION

HERIOT-WATT UNIVERSITY.

EDINBURGH, SCOTLAND.

SEPTEMBER 2014 – JUNE 2016

IQN: HIGHER DIPLOMA ACCOUNTING

SCOTTISH QUALIFICATION AUTHORITY, BIMS CAMPUS.
GLASGOW, SCOTLAND.

JULY 2013 – AUGUST 2015

KEY SKILLS AND CHARACTERISTICS

- CLIENT ACCOUNT MANAGEMENT.
- PRODUCT DEVELOPMENT.
- RECIPES & MENU DEVELOPMENT.
- BUSINESS DEVELOPMENT.
- EXCEPTIONAL INTERPERSONAL COMMUNICATIONS.
- RELATIONSHIP BUILDING.
- COACHING AND MENTORING.