



Achieve Excellence
through Local Insight and Best Practices



ABOUT OUR COMPANY

We enable clients achieve relevant solutions to foster sustainable growth & development.

Our values represent our confidence in what we believe in, and what's important to our clients and people.



OUR VISION

We aspire to be the Standard of Excellence, the most preferred choice of the sought after clients and talent in Bangladesh and beyond.

OUR MISSION

To help our clients and our people to excel and sustain in this age of disruption and transformation.





INDUSTRIES WE COVER



Telecommunication
& ICT



Financial Services



Logistics



Active & Passive
Infrastructure



Manufacturing



- Business & Process Re-engineering
- Business Strategy
- Organization Development
- Leadership Development
- Branding & Marketing
- Sales & Distribution



Business Setup & Turnaround Services





OUR SERVICES

CONSULTATION

Business & Process Re-engineering

- **Digital Transformation**
 - Process mapping including SOP, automation opportunity
 - Application of AI, blockchain etc
 - Paperless office
 - Change management
- **Driving Cost & Operational Efficiency**
 - Cost benchmarking
 - Identification of savings opportunities
 - Feasibility study & execution
 - Performance based payment





OUR SERVICES

CONSULTATION

Business Strategy

- Formulate company strategy
- Develop business goals aligning with desired organization culture to ensure sustainability

Organization Development

- Leadership & Culture
- Digitalization of HR services
- Data analytics to improve HR insights
- Designing & developing organization structure & policies





OUR SERVICES

CONSULTATION

Leadership Development

- Coaching & mentoring
- Leadership assessment
- Leadership training
- People engagement
- Leadership academy





OUR SERVICES

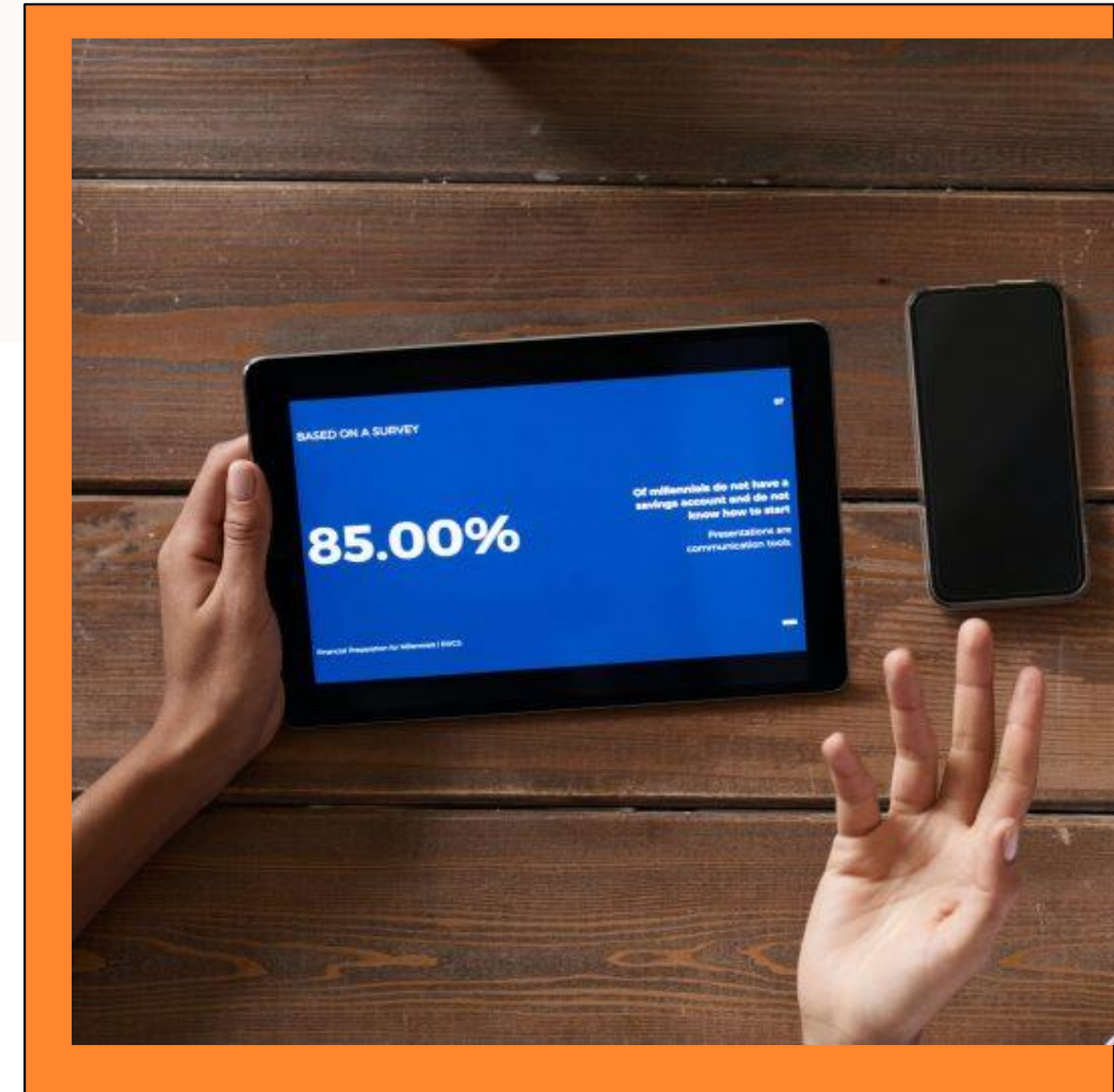
CONSULTATION

Branding & Marketing

- Develop strategic marketing plan & brand portfolio
- Evaluate brand & product feasibility
- Create optimal marketing plan
- Conduct advertisement & promoting audit

Sales & Distribution

- Recommend efficient & cost effective S&D strategies
- Audit of the process & identify any gaps
- Set up digital distribution centers
 - Tracking tools: Goods, people, and vehicle tracking
 - Distributor financing
 - Seamless payment system





OUR SERVICES

DEALS, ALLIANCES & PARTNERSHIPS

- We provide end to end services to make successful transformations in the following areas:
 - Acquisition
 - Merger & De-merger
 - Financial Restructuring
 - Business Restructuring
 - IPOs and Bond from Capital Market
- BuildCon is actively forming strong alliances & partnerships with global and regional technology firms and individual experts to address significant business challenges.





OUR SERVICES

BUSINESS SETUP AND TURNAROUND SERVICES

BuildCon specializes in aiding struggling organizations to establish end-to-end business operations by taking over the management and turning around their business.

- Turnkey services
- Initial company formation
- Nurturing the company back to health
- Deploying skilled personnel from its team
- Re-engineering existing processes and systems
- Establishing Key Performance Indicator (KPI)-driven engagement for a specified duration

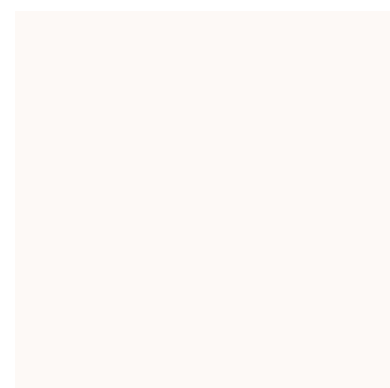




ABOUT US

KAMRAN BAKR

Managing Partner



Transformed Supply Chain by slashing costs (3.5% of Turnover per annum) and improving Customer Service from 78% to 95%, cutting inventory from 43 to 29 days while doubling contribution of locally purchased materials by developing local suppliers' capabilities. Achieved one of the best Capital Asset Productivity within Unilever Asia. Doubled operating profits in 5 years through customer-centric approach and business model transformation. Doubled "new businesses" size by streamlining Market Development with innovative systems - later adopted by Unilever South Asia.



- Founder: **Pro4Pro**
- Independent Director: **Robi Axiata Ltd**
- Managing Director & CEO: **A. K. Khan & Co Ltd.**
- Chairman & Managing Director: **Unilever Bangladesh Limited**
- Managing Director: **Unilever Nepal Limited**



ABOUT US

MAHTAB UDDIN AHMED

Managing Partner

Experienced Chief Executive Officer with a demonstrated history of working in the FMCG and telecommunications industry. Skilled in Strategy, Management, Risk Management, Business Development, Finance, and people management. In his role as a CEO, he not only transformed Robi Axiata but also played a pivotal role in changing the landscape of Bangladesh Telecom.



- Founder and Managing Partner: **BuildCon Consultancies Limited**
- CEO & Managing Director: **Robi Axiata Limited**
- Program Director - Ncell Integration and South Asia Operation: **Axiata**
- National Finance Director: **Unilever Bangladesh Limited**



ABOUT US

SANIA MAHMOOD

Managing Partner

Sania Mahmood has a career spanning 27 years in Marketing and Supply Chain, across diverse industries including FMCG, telecommunications, mobile financial services, and education. She is a well-known corporate personality noted for her business acumen, integrity, and leadership skills.

A transformative and visionary brand leader, Sania has significant exposure and success in launching and building new mega brands. She led the development and establishment of bKash which is now the global leader in Mobile Financial Service (MFS). She also led the entire brand transformation efforts of Aktel to Robi.



- Guest Faculty: **IBA, DU & BRAC University**
- Director Marketing: **Perfetti Van Melle Bangladesh**
- Head of Marketing: **bKash Limited**
- Head of Marketing: **Robi Axiata Limited**
- GM, Marketing Communication & Corporate Business: **Citycell**
- Procurement Manager: **Reckitt Benckiser**
- Brand Manager: **Unilever Bangladesh Limited**



THE EXTENDED TEAM



**AL BATUNI M. S.
AHMED**

Consultant & Advisor -
Telecom, ICT, Start-Up
& Trading



**HADI
BHUIYAN**

Consultant & Advisor -
Digital Transformation,
ICT & Innovation



**MUSTAFA
MAHMUD HUSSAIN**

Consultant & Advisor:
Defence, Space, Telecom &
Security



ZAVED PARVEZ

Telecom, HR, Training,
Planning, Influencer



ABOUT US

REAZUL CHOWDHURY

Advisor

A Business Manager with wide experience in General Management, Sales, Brand Marketing, Trade Marketing and Shopper Marketing in FMCG industry in South Asia and East Asia. Reached to the General Management role within 15 years of career through outstanding achievements at different levels. The performance has been driven by passion for achievement, breakthrough thinking, change management, execution excellence & long term focus. Proven leadership skills involving managing, developing and motivating teams to achieve their objectives.



- Group Managing Director: **IFAD Group**
 - Managing Director & CEO: **Runner Automobile Bangladesh**
- Managing Director - Thailand, Phillipines & Indo China: **Reckitt Benckiser**
- Managing Director - Bangladesh Sri Lanka Cluster: **Reckitt Benckiser**
- Customer Development Director: **Unilever Bangladesh Limited**



PARTNERS' EXPERIENCE: ORGANIZATIONS

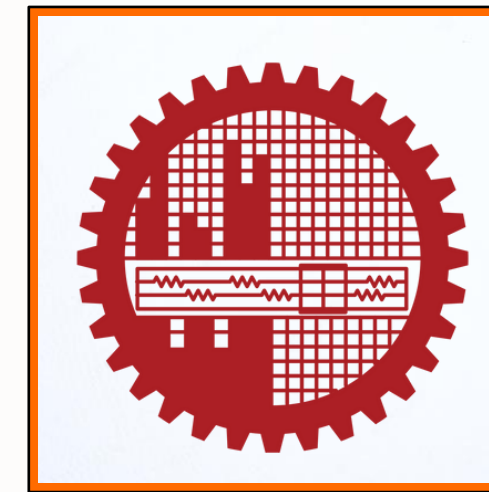
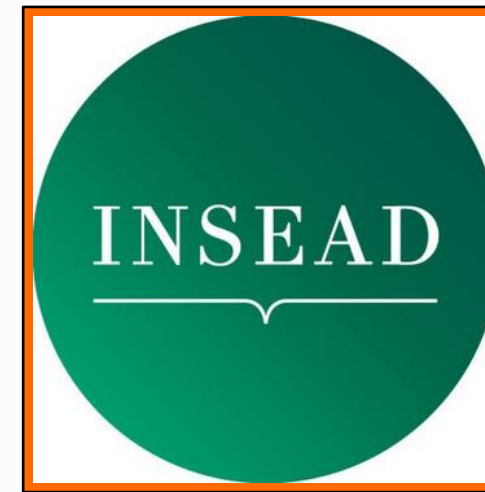
Our Managing Partners have decades of versatile experience in successfully dealing with an array of challenging working environments across various industries both locally & globally.





PARTNERS' EXPERIENCE: EDUCATIONAL INSTITUTIONS

BuildCon Consultancies is built upon greatly insightful & prestigious foundation of knowledge from some of the most prestigious institutions around the globe.





IN SUM...

- Over a hundred years of combined practical experience
- Exposure and leadership in diverse industries and functions
- Tailor-made solutions supported by hands-on implementation
- Access to vast professional network and resources
- Dedication and professional integrity



Contact

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