

Anower Sadath Kabir

Business leader · Strategist · AI enthusiast · Teacher · Entrepreneur

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PROFILE

For twenty years, Anower Sadath Kabir has built the engines behind the brands — the sales teams, distribution networks and retail floors that put global technology into everyday hands across Bangladesh. Today, he builds his own. Building intelligent business systems for the future.

EXPERIENCE

2026 – TODAY

Eureka Ai Limited

Managing Director

Founded in 2026 — his newest company.

2024 – TODAY

Freelance Hub · Reply BD · Global Job 365

Managing Director

Leading companies in freelancing, sales automation and jobs — building intelligent business systems for the future.

FROM 2023

Northern University Bangladesh · e-CAB

Adjunct Faculty (MBA) · Co-Chairman, Ed-Tech Standing Committee

Teaching on the MBA programme and representing the ed-tech sector at e-CAB.

2021 – 2024

Bright Skills Limited

Executive Director

Led strategy, sales, marketing and operations of an online skills platform from its January 2022 launch.

2019 – 2021

vivo Bangladesh

Sales Advisor

Sales strategy, distributor expansion, brand shops and retail development. vivo Best Contributor Award, 2019.

2018

WE Smart Solutions · aamra Technologies

Deputy General Manager

Managed a 350+ person sales team, improving its quality, efficiency and coverage.

2017 – 2018

vivo Bangladesh

Sales Director

The first Bangladeshi to join vivo in a top position — working from the brand's earliest days in the country to develop its markets.

2016 – 2017

Coolpad · Toptech Electronics Bangladesh

Head of Business

Headed the Coolpad smartphone business in Bangladesh.

2016

ViewSonic

Director, Sales & Marketing (consultancy)

Led sales and marketing on a consultancy basis.

2011 – 2016

Huawei Technologies (Bangladesh) Ltd

Sr. Manager, Head of Sales — Device Business Group

Joined as marketing manager and became head of device sales within two years, covering Bangladesh and Bhutan. Future Star gold medal in 2014 and 2015.

2006 – 2011

ZTE Corporation (Bangladesh)

Manager, Head of Devices Sales

Joined as assistant manager and became device sales leader within eighteen months. Key account manager for Robi and Citycell; highest achiever in 2009 and 2010.

2005

Axiata (Bangladesh) Ltd

Apprentice, contractual role

Became team leader of the customer-care planning data-entry team within three months of joining.

SELECTED HIGHLIGHTS

- ✦ Led a 1,375-person device sales organisation as Huawei's head of sales in Bangladesh, covering Bhutan as well.
- ✦ Grew Huawei monthly device sales by 450% (2015–16), with 4,000 retail shops covered monthly and a 16.7% market share by quantity.
- ✦ First Bangladeshi to join vivo in a top position; part of the team that made vivo a top-two brand in Bangladesh within 3.5 years.
- ✦ Led Bright Skills as Executive Director from its January 2022 launch; by May 2023 the platform had 45,000+ learners and 70+ courses, growing 46% month on month.

Case studies: vivo, Huawei, Bright Skills — see the portfolio.

RECOGNITION

2019 — Best Contributor Award, vivo Bangladesh

2015–16 — President Citation — business development, Huawei

2014 — Market Expansion Award, Huawei

2013 — President Citation Award, Huawei

2011–16 — Best Trainer Award, Huawei

2009 · 2010 — Highest achiever, ZTE Bangladesh

2015 — Future Star — gold medal, Huawei

2014 — Future Star — gold medal & certificate of commendation, Huawei

2014 — Excellent Team Award, Huawei

2013 — Organizational Climate Development Award, Huawei

2011–16 — Best Team — South-East Asia · Best Team, Thailand, Huawei

EXPERTISE

Commercial leadership

Business strategy · Sales planning · Business plans · Budgeting & reporting · Sales lifecycle

Distribution & retail

Channel development · Brand shops & SIS · Retail coverage · Trade promotion · Market analysis

Growth & go-to-market

B2B · B2C · B2G · SaaS sales · Lead generation · Sales funnel · Pricing strategy · CRM

People & learning

Team building · Sales training · Coaching · Mentoring · Teaching

Intelligent systems

AI enthusiasm · Sales automation · Business systems

EDUCATION

MBA, Marketing

University of Chittagong, 2004 · CGPA 3.50 / 4.00

BBA, Marketing

University of Chittagong, 2003

Training: Training of the Trainers (Huawei University, 2015); Integrated Marketing & Brand Communication (Prothom Alo Jobs, 2011); Professional Sales Management (Bangladesh Skill Development Institute, 2008); Managerial Effectiveness & Leadership Skills (IIM Calcutta programme, 2007); GSM, optical transmission, handset & VAS product training (ZTE University, 2007–08).

TEACHING & LANGUAGES

Adjunct Faculty, MBA — Northern University Bangladesh

Co-Chairman, Ed-Tech Standing Committee — e-CAB

Webinar speaker — NUB Business School

Opinion column — “Genuine appreciation can increase sales” — risingbd

Bangla (native) · English (fluent) · Hindi (spoken)