



SANNY CHOWDHURY

Sr. Client Relationship Officer

Experienced credit rating and client relationship professional seeking a responsible position in a reputed bank where expertise in institutional client management, credit processes, regulatory compliance, and business development can contribute to sustainable growth and service excellence.



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sannychowdhury2023@gmail.com



West Mogh Pukur Par, Agrabad,
Chattogram

EDUCATION

MBA in Management National University

CGPA: 2.97 / 4.00 | Year: 2016

BBS in Business Studies National University

Second Class | Year: 2014

CORE COMPETENCIES

- Client Relationship Management
- Credit Rating & Financial Services Coordination
- Banking & Institutional Client Handling
- Business Development & Mandate Acquisition
- Regulatory Compliance (Bangladesh Bank, BSEC)
- Negotiation & Contract Management
- Market Analysis & Reporting
- Team Guidance & Mentoring

PROFESSIONAL SUMMARY

- 10+ years of experience in credit rating, banking client management, and business development
- Strong exposure to banks, NBFIs, corporates, SMEs, and capital market institutions
- Proven ability in client acquisition, mandate generation, retention, and renewals
- Solid understanding of Bangladesh Bank, BSEC, and regulatory frameworks
- Effective communicator with strong negotiation and stakeholder coordination skills

WORK EXPERIENCE

01 July 2025- Present

National Credit Ratings Limited (NCR)

Senior Client Relationship Officer

- Maintain long-term relationships with banks, NBFIs, corporates, SMEs, and capital market clients
- Acquire new clients and secure credit rating mandates
- Explain credit rating methodologies, scope, and regulatory requirements to clients
- Coordinate collection of financial data and required documentation
- Liaise between internal rating teams and clients to ensure timely execution
- Conduct client meetings, presentations, follow-ups, and negotiations
- Ensure client retention and increase renewal business
- Support fee negotiation, contract finalization, and billing
- Ensure compliance with Bangladesh Bank, BSEC, and other regulatory authorities
- Prepare client reports, business pipeline updates, and performance summaries
- Guide and mentor junior officers when required

IT & TECHNICAL SKILLS

- MS Word, Excel, PowerPoint, Access
- Internet Research & Professional Emailing
- Data Management & Reporting
- Typing Skills: Bangla & English
- Windows Operating Systems

PERSONAL STRENGTHS

- Strong communication and interpersonal skills
- Analytical and solution-oriented mindset
- Target-driven with high professional integrity
- Ability to multitask and work under pressure

EXTRA-CURRICULAR ACTIVITIES

- Finance Secretary – Swapnabagicha
- General Secretary – Agnibina Pathagar

LANGUAGE

English

Bangla

July 2023 – June 2025

ARGUS Credit Rating Services Limited

Senior Officer – Business Development

- Managed relationships with banks, financial institutions, and corporate clients
- Generated new business leads and converted them into rating mandates
- Coordinated with internal teams for credit evaluation and report completion
- Maintained client databases, MIS, and pipeline reports
- Assisted in pricing discussions and contract execution

August 2014 – November 2021

Credit Rating Information & Services Limited (CRISL)

Business Development Executive

- Managed relationships with banks, financial institutions, and corporate clients
- Generated new business leads and converted them into rating mandates
- Coordinated with internal teams for credit evaluation and report completion
- Maintained client databases, MIS, and pipeline reports
- Assisted in pricing discussions and contract execution

REFERENCES

Suracit Barua

Deputy General Manager (Cox's Bazar L.S.)

Bangladesh Submarine Cable Company Limited

(Ministry of Posts Telecommunication & Information Technology)

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Md. Mamun-E-Elahi

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Chawkbazar Branch, Chattogram

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DECLARATION

"I certify that all information stated in this CV is true and complete to the best of my knowledge."



Sanny Chowdhury