

Mohammad Abu Sufian

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Professional Summary

Dynamic and results-oriented professional with 13+ years of leadership in operations, sales, strategic planning, and communication across the international education and nonprofit sectors. Doctor of Business Administration (DBA) candidate specializing in Information Technology (IT) to drive innovation and solve real-world challenges. Proven track record in leading teams, fostering partnerships, and empowering communities through research and civic engagement.

Professional Experience

- **South Asian Network (SAN), Los Angeles, CA, Operations Manager**, Jan 2024 – Present
At SAN, I streamlined operations, integrated AI tools to improve efficiency by 30%, and expanded community program reach by 25%. I prioritized tech-driven solutions and mentored staff for internal leadership growth.
- **Oxford International Education Group, USA, Regional Sales Manager**, May 2022 – Aug 2022
I exceeded student recruitment goals by 115% within three months, built strategic partnerships, and adapted marketing strategies for the U.S. market, driving rapid regional growth.
- **In2Synergy Limited / De Montfort University – Bangladesh, Regional Manager**, Apr 2021 – May 2022
I grew Bangladeshi student enrollment by 35%, streamlined admission processes, and strengthened De Montfort University's reputation through relationship-based counseling and market-driven strategies.
- **IECC Limited, Bangladesh, Assistant Manager, Communication & Operations**, Sep 2018 – Oct 2020
At IECC, I revamped communications, boosting inquiry conversions by 40%, implemented CRM automation, and expanded the brand's presence into tier-2 cities with targeted marketing initiatives.
- **Excel Center of Education – Bangladesh, Admin & Operations Manager**, Jan 2010 – Aug 2018
I standardized operations to cut costs by 25%, launched new programs for working professionals, and led a successful rebranding that attracted over 400 new students in the first year.
- **Entrepreneurial Venture, Founder, TAAS Services LLC, Los Angeles, CA**
Launched and scaled a digital services company focusing on immigrant and underserved communities; achieved profitability in the first year through tailored marketing, global outreach solutions, and strategic staffing services.

Academic Qualification

- **Westcliff University – Irvine, CA, USA**
Doctor of Business Administration (DBA), Information Technology – Expected December 2025
- **University of South Asia – Dhaka, Bangladesh**
MBA, Human Resource Management – March 2012
BBA, Finance – November 2009

Professional Qualification

- **Chartered Association of Business Administrators**
Chartered Business Administrator (ChBA), Management – December 2015

Leadership & Civic Engagement

- Board Member, Rampart Village Neighborhood Council
- Collaborator, LA County DA George Gascón – Co-created PSA on hate crimes
- Facilitator, LA County Registrar – 2024 Flex Vote Center
- Recognition, U.S. Congressman Jimmy Gomez – Cultural Contribution
- Community Participant, LAPD Outreach Programs
- Organizer, 2024 South Asian Community Job Fair – Los Angeles

Research & Innovation

1. Faruque, M. O., Sharmin, S., Chowdhury, S. N., Talukder, T., & Sufian, M. A. The Economy of Poverty-stricken Countries is Largely Dependent on the Economic Development of the United States. *International Journal for Multidisciplinary Research*, 6.
2. Sufian, M. A., Rimon, S. T. H., Mosaddeque, A. I., Guria, Z. M., Morshed, N., & Ahamed, A. (2024, December). Leveraging Machine Learning for Strategic Business Gains in the Healthcare Sector. In *2024 International Conference on TVET Excellence & Development (ICTeD)* (pp. 225-230). IEEE.
3. Rimon, S. T., Sufian, M. A., Guria, Z. M., Morshed, N., Mosaddeque, A. I., & Ahamed, A. (2024, December). Impact of AI-powered business intelligence on smart city policy-making and data-driven governance. In *IET Conference Proceedings CP908* (Vol. 2024, No. 30, pp. 475-481). Stevenage, UK: The Institution of Engineering and Technology.
4. Mosaddeque, A. I., Guria, Z. M., Morshed, N., Sufian, M. A., Ahamed, A., & Rimon, S. T. H. (2024, December). Transforming AI and Quantum Computing to Streamline Business Supply Chains in Aerospace and Education. In *2024 International Conference on TVET Excellence & Development (ICTeD)* (pp. 231-236). IEEE.
5. Faruq, O., Haque, S., Sufian, M. A., Al-Samad, K., Hossain, M. A., Talukder, T., & Shayed, A. U. (2024). AI-Driven Strategies for Enhancing Non-Profit Organizational Impact. *AIJMR-Advanced International Journal of Multidisciplinary Research*, 2(5).
6. Akter, N., Sufian, M. A., Rimi, N. N., Rinky, A. I., Rishad, S. S. I., & Tarafder, M. T. R. (2025, February). Exploring Corporate Law Violations Through Data-Driven Clustering Approaches. In *2025 International Conference on Advancement in Data Science, E-learning and Information System (ICADEIS)* (pp. 1-6). IEEE.
7. Al-Samad, K., Sufian, M. A., Haque, S., Faruq, O., Hossain, M. A., Talukder, T., & Shayed, A. U. (2024). Leveraging IoT for Enhanced Supply Chain Management in Manufacturing. *AIJMR-Advanced International Journal of Multidisciplinary Research*, 2(5).
8. Sufian, M. A., Haque, S., Al-Samad, K., Faruq, O., Hossain, M. A., Talukder, T., & Shayed, A. U. (2024). IoT and Data Science Integration for Smart City Solutions. *AIJMR-Advanced International Journal of Multidisciplinary Research*, 2(5).
9. Haque, S., Sufian, M. A., Al-Samad, K., Faruq, O., Hossain, M. A., Talukder, T., & Shayed, A. U. (2024). Data Science Techniques for Predictive Analytics in Financial Services. *AIJMR-Advanced International Journal of Multidisciplinary Research*, 2(5).
10. Haque, S., Sufian, M. A., Al-Samad, K., Faruq, O., Hossain, M. A., Talukder, T., & Shayed, A. U. (2024). Business Management in an Unstable Economy: Adaptive Strategies and Leadership. *AIJMR-Advanced International Journal of Multidisciplinary Research*, 2(5).
11. Rimi, N. N., Sufian, M. A., Rinky, A. I., Akter, N., Rishad, S. S. I., & Ahamed, A. Data-Driven Insights into Soil Nutrients for Smart Agriculture.
12. Rishad, S. S. I., Akter, N., Ahamed, A., Sufian, M. A., Rinky, A. I., & Rimi, N. N. Leveraging Machine Learning for Cancer Insights and Disease Predictions.

Ongoing Dissertation

- The Significance of Information Technology for SME Growth in Bangladesh

Membership

- IEEE
- Chartered Association of Business Administrators

Skills & Technologies

- ✓ Operations & Strategic Management
- ✓ Sales & Business Development
- ✓ AI, ML, IoT, Data Analytics
- ✓ Communication & Leadership
- ✓ Research & Innovation
- ✓ Community Engagement
- ✓ Nonprofit & Higher Ed Operations