ABU RAIHAN MD. SHOHAG

Business & Technology Professional
Business Development | Solution Consulting | Project Leadership

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EXECUTIVE PROFILE

Business and Technology Professional with a B.Sc. in Computer Science & Engineering and practical experience in business development, solution consulting, project leadership, and client engagement. Experienced in leading technology-driven initiatives, managing cross-functional teams, and delivering customer-focused digital solutions from planning to execution. Strong background in stakeholder management, strategic planning, and business analysis.

SELECTED CAREER HIGHLIGHTS

- Delivered end-to-end technology and digital solutions for **22+ clients**, leading engagements from business requirement analysis through implementation and customer support.
- Generated more than **USD 8,000** in revenue through an international business venture operating in the United States.
- Built and led multiple ventures across technology, education, career development, and community development.
- Built a professional community of **100+ active members** and led an **8-member leadership team**.
- Managed cross-functional projects involving business planning, client engagement, branding, digital transformation, and operational execution.

CORE EXPERTISE

Business Development • Solution Consulting • Strategic Planning • Stakeholder Engagement • Client Relationship Management • Project Leadership • Business Analysis • Cross-functional Team Leadership • Technology Consulting • Digital Transformation • Customer Success • Presentation Skills

PROFESSIONAL EXPERIENCE

Founder & CEO
Vitechsoft | Technology & Digital Solutions Company
August 2025 – Present | Bangladesh

Technology consulting company providing website development, branding, SEO, digital marketing, and business solutions for startups and SMEs.

Key Contributions

- Lead business development by engaging directly with clients to understand business challenges, identify opportunities, and recommend technology-enabled solutions aligned with organizational objectives.
- Conduct discovery meetings, define project scope, prepare commercial proposals, quotations, implementation roadmaps, and delivery plans based on customer requirements.
- Manage complete project lifecycles, including requirement analysis, planning, coordination, quality assurance, deployment, client communication, and post-project support.
- Coordinate multidisciplinary teams to ensure project quality, timely delivery, and alignment between technical implementation and business expectations.
- Continuously improve customer experience by gathering feedback, refining service delivery processes, and strengthening long-term client relationships.

Key Achievements

- Delivered **22+ technology and digital projects** across local and international markets.
- Secured **6 repeat client engagements** through consistent delivery quality, consultative communication, and customer-focused service.
- Led the complete digital transformation of a USA-based business, delivering branding, website development, SEO, digital marketing, and email marketing solutions.
- Established standardized project delivery processes that improved coordination, communication, and service consistency across client engagements.

Founder & CEO
The Career Insights | Career Development & Professional Growth Ecosystem
April 2026 – Present | Bangladesh

Career development ecosystem providing career counselling, mentorship, professional branding, workshops, and community services.

Key Contributions

- Defined the organization's vision, business model, and service roadmap while leading strategic planning and operational execution.
- Built and managed cross-functional teams responsible for technology, community operations, partnerships, content, and membership services.
- Established partnerships with universities, professionals, and organizations to expand community engagement and collaborative initiatives.
- Led career consultation sessions focused on CV optimization, LinkedIn branding, portfolio development, and career planning.
- Directed workshops, webinars, mentorship programs, and membership services while maintaining a high-quality customer experience.

Key Achievements

- Built a professional community of **100+ active members**.
- Generated revenue through membership programs and professional consulting services.
- Delivered **30+ career consultation sessions** and reviewed **15+ professional CVs and LinkedIn profiles**.
- Built and led an **8-member leadership team** supporting ecosystem growth and operational excellence.
- Successfully organized the organization's first professional career workshop and established scalable operational processes.

Founder & CEO
Craving Craft | Premium Homemade Food Brand
December 2024 – Present | New York City & Buffalo, USA

Premium homemade food brand serving customers across New York City and Buffalo.

Key Contributions

- Led business strategy, branding, digital marketing, pricing, and operational planning.
- Managed website development, customer engagement, and digital growth initiatives.
- Coordinated daily business operations while ensuring service quality and customer satisfaction.
- Supported budgeting, business planning, and operational decision-making.

Key Achievements

- Generated more than **USD 8,000** in business revenue.
- Served **32+ customers** across New York City and Buffalo.
- Led a **4-member operational team** while maintaining high customer satisfaction.
- Strengthened customer retention through quality-focused service and relationship management.

Additional Leadership Experience

Founder & CEO | Bongorekha Ecosystem
July 2024 – Present | Bangladesh

- Built and managed a **10-member operational team**.
- Launched educational programs, workshops, and community initiatives.
- Coordinated **30+ volunteers** across education and social impact activities.
- Led organizational planning, branding, and long-term ecosystem development.

EDUCATION

Bachelor of Science (B.Sc.) in Computer Science & Engineering
Varendra University, Bangladesh
Graduation: July 2026
CGPA: 3.00 / 4.00

Higher Secondary Certificate (HSC)
Rajshahi Court College, Rajshahi
GPA: 5.00

Secondary School Certificate (SSC)
Police Line High School, Sylhet
GPA: 5.00

FEATURED TECHNICAL PROJECT

Find People: A Flutter-Based Integrated Platform for Lost & Found Persons
Project Lead

Designed and developed a mobile platform that enables users to report and search for lost or found persons through a centralized digital system.

Highlights

- Led project planning and technical coordination.
- Developed the Flutter-based mobile application.
- Integrated FastAPI, Firebase Authentication, Firestore, MySQL, and REST APIs.
- Participated in system architecture, testing, debugging, and deployment.

Technologies: Flutter • Dart • FastAPI • Firebase • MySQL • REST API • GitHub • Figma

CERTIFICATIONS

- Microsoft Learn Student Ambassador
- BYLCx – Personal Finance Management for Entrepreneurs
- BYLCx – Skills to Succeed
- BYLCx – LinkedIn for Students
- AKIJ iBOS Mentorship Program
- Introduction to Critical Infrastructure Protection (OPSWAT Academy)
- Digital Marketing Workshop – Creative IT Institute
- ChatGPT Mastery: From Creative Writing to Coding Solutions (Udemy)
- How to Become a Freelancer – SME Foundation

CORE SKILLS

Business Competencies: Business Development • Strategic Planning • Solution Consulting • Stakeholder Engagement • Client Relationship Management • Project Leadership • Business Analysis

Technical Skills: Flutter • WordPress • FastAPI • Firebase • MySQL • REST API • SEO • Digital Marketing • Email Marketing

LEADERSHIP & PROFESSIONAL ENGAGEMENT

- Microsoft Learn Student Ambassador
- Department Representative – Varendra University Research Club
- Member – Varendra University Programming Club
- Member – Robotic Society of Varendra University

LANGUAGES

Bangla: Native Proficiency
English: Professional Working Proficiency