

## Contact

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## Top Skills

Strategy

Business Strategy

Marketing Management

## Honors-Awards

Leadership Excellence in  
Technology Innovation

# Kazi Monirul Kabir

Member at Forbes Technology Council  
United Arab Emirates

## Summary

Monirul is a powerful, passionate, entrepreneurial, innovative and objective-driven leader with Global Perspective and strong empathy for emerging market realities. He possesses extensive Marketing, Communication, Innovation, Strategic Design and Business Development experience across Internet, Telecoms and Consumer Goods Industries. Monirul comes with a successful Track record of excelling across Global Enterprise, Multinational, Social Enterprise and Start-up environments. He is a great believer in the transformative power of Strategic Innovation in driving the growth and development of emerging countries and has chosen the digital realm as his current playground.

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## Experience

### Forbes Technology Council

Member

July 2020 - Present (1 month)

Forbes Technology Council is part of the Forbes Councils network — a collective of invitation-only communities created in partnership with Forbes and the expert community builders who founded Young Entrepreneur Council (YEC). In Forbes Councils, exceptional business owners and leaders come together with the people and resources that can help them thrive.

### Spider Digital Innovations

Founder & CEO

August 2015 - Present (5 years)

Dubai, United Arab Emirates

Spider Digital designs, develops, and co-creates solutions to support companies and organizations in redesigning their business and operation models, recreating their customer experiences, and transforming their operations for the digital age. We work across Cyber Security, Fintech, and IoT verticals across the Middle East & South East Asia as this region is swiftly

converting itself into a digital entrepreneurship playground and we want to drive that trend and be an integral part of that trend.

## Carefountain

Founder

September 2006 - Present (13 years 11 months)

Bangladesh

Carefountain is a Social Brand that Designs and Activates Social Campaigns, Activities and Engagements around Causes for Social Good. Some of the remarkable works of Carefountain has been around Clean Drinking Water, School for Indigenous People and using Art and Creativity for raising awareness for Senior Citizens.

## Altum Infratech Ltd.

Chairman & Managing Director

January 2015 - Present (5 years 7 months)

Austria, Bangladesh, UAE, Japan

Altum Infratech Ltd. is a one-stop-shop for a wide range of Transformative, Safety, Security & Emergency Services Technology Solutions for Transportation, Agriculture, Defence, and Healthtech verticals

## Httpool

Country Director

April 2020 - Present (4 months)

Bangladesh

Httpool is the largest international partner of the major media platforms. We support their growth and drive business results for traditional and native advertisers.

## Google

Country Manager

November 2012 - September 2014 (1 year 11 months)

Bangladesh and Singapore

Started Up Google Operations in Bangladesh. Evangelized Google to the community. Worked with the Government, Tech communities and Businesses in building the digital ecosystem in redefining, inspiring and revolutionizing the commercial and social landscape of the country. Worked closely with APAC Emerging Market team by sharing knowledge of the markets, insights on the various players involved and by providing information for navigating unpredictable business environment challenges.

Accenture CIS ( Former Grameenphone IT Ltd.)

Member of the Board of Directors

January 2010 - October 2012 (2 years 10 months)

Dhaka, Bangladesh

Contributed to the forming of Organizational Change Management and Customer Strategy. Significantly contributed on development of Brand Marketing Strategy, B2B Channel Strategy and Service Transformation. Developed in-depth launch stage experience for Customer outreach and contributed to develop subsequent organizational strategies.

Telenor ASA / Grameenphone Ltd.

4 years 7 months

Chief Communications Officer

September 2009 - October 2012 (3 years 2 months)

Made the largest Brand of the country and of the Telenor Group soar 15 Pp in Preference in a year. Clinched the TELENOR GLOBAL BEST BRAND AWARD for Gp in 2010. Planned & Executed Engagement Programs that delivered the Brand Experience for Consumers. Inspired & Lead the team to come up with the most award winning Corporate & Marketing Communications. Delivered the first CSR Strategy for Gp. Effectively engaged with Media in driving major PR value for Gp. Successfully launched 2 subsidiary brands (one later acquired by Accenture).

Telenor Group (telenor.com) is one of the world's major mobile operators with 176 million mobile subscriptions across 13 countries in Europe and Asia. Grameenphone (grameenphone.com) is one of the group's largest operations with 40 million mobile subscriptions.

Head of Regional Operations

April 2008 - October 2009 (1 year 7 months)

Took the largest field force of the nation and largest team at Gp through the Push Model Distribution Implementation & Execution. Ensured on-time and in-full implementation of all Commercial Activities on the ground. Carried out a complicated right-sizing exercise across the team.

Vimpelcom / Banglalink GSM

Head of Direct Sales Division

March 2005 - August 2006 (1 year 6 months)

Built the entire Direct Sales Team from grounds up. Innovated new approach in channel management and achieved phenomenal growth result. The model later got replicated across the group.

Vimpelcom (vimpelcom.com) is one of the world's largest integrated telecommunications services operators providing voice and data services through a range of traditional and broadband mobile and fixed technologies in 17 countries across Europe, North America, Africa and Asia. Vimpelcom is headquartered in Amsterdam, the Netherlands.

### British American Tobacco

6 years 8 months

Regional Trade Marketing & Distribution Manager  
September 2003 - February 2005 (1 year 6 months)

Lead the team in transforming declining market share scenario into a solid platform for growth and comprehensively beating competition. A zero based approach to new distribution modeling and approach made huge impact on business turn-around in one of the most important region for "value for money" segment growth and market leadership.

Merchandising & Promotions Manager  
May 2002 - August 2003 (1 year 4 months)

Used individual and group creativity and innovation in building and communicating brand through retail environment. Created award winning designs of Merchandising Materials for local as well as International Markets.

HoReCa Channel Officer / Channel Development Manager  
July 1998 - April 2002 (3 years 10 months)

Developed the First Ever Channel Strategy for the Company with specific focus to specialty and emerging channels. Trained under Key Account Professionals from UK & USA.

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## Education

Berlin School of Creative Leadership  
MBA (in progress), Creative Leadership · (2012 - 2015)

OCAD University  
MDes in Strategic Foresight & Innovation (in progress) , Design Thinking for Strategic Innovation · (2014 - 2015)

BI Norwegian Business School

Management Education, Accelerate Leadership Program · (2009 - 2010)

London Business School

Strategic Marketing Program, Marketing · (2009 - 2010)

Khulna University

BBA, Business Administration · (1994 - 1998)