

**ENHANCING SUPPLIER RELATIONSHIP FOR STRATEGIC
ADVANTAGE IN REAL ESTATE PROCUREMENT : EVIDENCE FROM
AMIN MOHAMMAD FOUNDATION LIMITED**

Internship Organization
Amin Mohammad Foundation Limited

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Internship/Project Report Approval Form

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LETTER OF TRANSMITTAL

14 December 2025

Ekhtear Ahmed Zeesan

Lecturer

Department of Business Administration

University of Liberal Arts Bangladesh

Subject : Submission of Internship Report

Dear sir, I hope you are doing good. With due respect, I undersigned student of ULAB School Of Business Fall 2025 has reported on " Enhancing Supplier Relationship For Strategic Advantage In Real Estate Procurement : Evidence From Amin Mohammad Foundation Limited".

Though there were some limitations, I have tried to bring the most of it. As I am still in my learning curve, I would kindly seek to overlook my shortcomings. I have been able to learn a lot of things during the making of this report. It was an extremely challenging and interesting experience. I want to state that this report is not free of flaws. But I have tried my best put as much information I can possibly gather to make this report as informative and useful as possible

Thank you for your supporting consideration for formulating an idea. Without your inspiration, and constant support, this report would have been an incomplete one.

Lastly I would be thankful once again if you please give your judicious advice on my effort.

Yours sincerely,

Jafnun Mamun Raida (213011103)

LIST OF ABBREVIATION

- **AMFL= AMIN MOHAMMAD FOUNDATION LIMITED**

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Then I would like to express my thankfulness and gratitude to my supervisor MR. Ekhtear Ahmed Zeesan, For being understanding, being patient with me, for making me understand each query and my faults with patience and with time. For believing in me.

Then my Internship organization, And each team member of the Amin Mohammad Foundation Procurement department. (Habib sir, Tonmoy sir, Marion sir, Mehedi sir, Awlad sir, Azhar sir, Sifat sir, Moktar sir, Shahriar sir, Kawser sir). For teaching me with patience and with time.

Then my family's support and patience ,friends and to all the faculties I had the opportunity to do their classes, and my faculties who took my major courses with each class motivated me and inspired me to love Supply Chain even more.

Thank you.

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PART A
CHAPTER ONE:

INTERNSHIP PREPARATION

1.1 MOTIVATION AND PLAN TO LEARN :

When I was in Class 6, I knew I wanted to work at airlines, for that I used to go to the airlines website and see how and what kind of openings they used to have. And there for the very first time in 2013 I saw the term "Supply chain". After that I knew that regardless of whatever group I go into, eventually I will pursue my studies in supply chain. And the more I started to grow older, mainly in college I was so motivated and inspired from my college "Dhaka City College " I wanted to join academia. Then eventually I started my undergraduate journey at University of Liberal arts Bangladesh. But when I enrolled at the university the Supply Chain Major was not introduced yet. But just when I was about to decide which major I should choose, I knew the timing could not be any better. I got to study my dream major during my undergraduate years at my own university. I knew about the supply chain subject but not what it is and what it does and how it works because I was aiming for a certain industry to enter . So my first encounter with the actual study started when I did my first class "principle of supply chain management". I feel blessed, every faculty is best at their own area and teaching method. But when I started my major courses it felt like the faculties were not only the best, but they too used to enjoy this area of supply chain just as much as I was interested in this field. It used to feel like doing the classes that they were loving teaching what they were teaching us. Classes were very much practical. Each moment I was passing and moving ahead felt like this dream was very rightly chosen by me, to me. After/ during my college I decided to enter academia And to work at airlines was very much aligned. Because after seeing and knowing about my faculties I knew that If I had to enter the supply chain academia I had to be very much skilled with as much diverse path as possible and know details and how everything works. And I occupied myself in very different Remote jobs till my internship period, Just to make sure that I landed into a work which aligns with supply chain or operations. And eventually I did, which made me more interested in supply chain. After searching and knowing about the wide range of supply chain industry of Bangladesh it varies a lot. Inventory, operations, supply chain as a whole and different industries utilized supply chain very differently. But a very major opportunity in Bangladesh supply chain happens to be the Procurement area. As I knew I wanted to join academia and for that different industry experience with different areas of supply chain is a must, and as I did a part time contractual work at operations sector, next I wanted to pursue my Internship at procurement, To me it felt like procurement is a very challenging area of supply chain. And the sooner I get myself introduced with that, the better it is, because rather than joining in a formal office at an executive position, and then learning from scratch would have been really challenging and it would have been a challenging situation for me also, It might have had a negative impact on me as well, Hence it was a priority for me to try to find an internship at the

procurement sector of supply chain. And it was my priority not to go with any other sector of internship other than the supply chain area. And major reason to join and plan to learn into the procurement department It is very prominent and visible that Procurement is a skill. Which has to be acquired through stumbling, observation and practice. Debate is something I used to practice since my school years then and this skill is something very much aligned with the procurement sector. Also organizing school events, purchasing event goods, those things really helped and somehow it felt like things had been very much aligned from a very early time. So when it came to my academic internship I was consciously searching for the procurement sector and hoping to join. Because to be very practical the real estate along with the procurement industry is a very male ruled industry, and from the outer aspect it might also make sense because of the 24/7 time investment. Attending calls, visiting different types of markets in different areas and level of negotiation one has to do with suppliers is something people a lot of time cannot relate with women, and it absolutely is not a bad thing to pick or to be demotivated about. Because all of these were the main attraction why I wanted to do this and choose at the very primary corporate exposure of my career and corporate life, Mainly to be adaptive, Resilient and to know the taste of the area of supply chain is not as structured it is a bumpy route.

1.2 SEARCH PROCESS APPLY AND MANAGE TO SECURE WHY THIS ORGANIZATION.

The search process started during my 11th semester, as I started searching for my academic internship any opportunity that asked for supply chain, and even if I felt that I am capable of doing the job and, Also it might directly not ask for a supply chain but mentioned operations I applied. Also the ULAB Career Service office helped a lot in boosting the confidence, and helped by applying in different organizations such as ACI Motors, Babuland etc. And one day one of my friends sent me an ad for Kazi farms, they were recruiting interns for supply chain management. One day after applying many days Kazi farms called and asked if I would be able to come to the interview for the next morning, there will be one written and then one interview right after, I said yes. Then I reached out to Shawkat Tanvir Sir, for guidance on how I should prepare for my interview. Sir instructed us to prepare for maths like inventory, warehouse, storage and to have very basic and generic ideas and to not be nervous. Then as it was my very first formal interview at a big corporate for my academic interview and my very first encounter at a corporate environment I was feeling both nervous and clueless, as for tomorrow I was not only representing myself but my university as well. Then my father and sister said it was going to be an interview for my internship. They were going to see how clear my basic idea was, as most of the people get stuck on this question, and not to show my nervousness. And I prepared myself for that. I went to the interview on time, started with the written exam, then saw interviewees from BUP HRM major 2, Marketing 1, North South University marketing major 1, ULAB 1 and I. And the written question was not

only supply chain centered it was designed for general BBA students. When I entered the interview room they started with the tell me about yourself question, What do I know about supply chain, Why I chose this major after an interview session where I was extremely confident, did not stuck in any question, with diverse experiences and the last at an operation area, eventually they said, they will let me know within 1 week, also if I will be able to work past 6 pm, if needed. I returned home hopeful and confident.

But I did not get that position, that left me a little disheartened but not demotivated.

Then, an opportunity came. One of my uncles told me he can arrange an interview session, and If I can pass and if the company is satisfied, rest will be up to me and the company. And I was instantly excited and knew, any way I had to excel this opportunity. And the reason for choosing or proceeding with this organization was the goodwill this organization has, and I could work from the bottom line or at least learn from the bottom of procurement. Because in other companies I was asked to do or fill the paper works only. But here I got the opportunity to learn the process of the procurement works.

1.3 INTERNSHIP INTERVIEW EXPERIENCE

From scratch all the practice, preparation I did for the Kazi farms helped me to prepare for the interview I had given at the Amin Mohammad Foundation Limited. There I was asked about my basics or what I know about supply chain, what I know about procurement etc. As they do not offer any paid internship, their main concern was only to teach me about the procurement process.

1.4. ABOUT THE ORGANISATION, E.G., ITS TYPE, SIZE, INDUSTRY, BUSINESS FOCUS, ETC.

Amin Mohammad Foundation Limited started their journey as an Autonomous entity in 1993 aiming to develop high quality residential and commercial properties in Bangladesh. And eventually AMFL became a trusted name in the real estate sector. They opened a new goodwill in the real estate sector for quality, safety and sustainability

As it started to grow its business areas, AMFL grew into many different areas. And to accumulate all the businesses under one roof, Amin Mohammad Group was established. The Amin Mohammad Foundation became a company under the Amin Mohammad Group.

Started in 1993 from today AMFL continues to lead the real estate sector with excellence with a diverse portfolio, Apartments and high rise buildings. And leading the company to this high position where it actually is today the applause goes to the dedicated team of professionals, High technologies and

dedication to sustainability, Through these AMFL remains contributing to the betterment of standard lifestyle of Bangladesh.

MISSION

" To provide the finest real estate products and services in the region, based on the highest standards of ethics, values, and client care."

VISION

" To become a world-class conglomerate that exceeds customers' expectations with innovative products and services."

FOUNDER CHAIRMAN

Late M.M Enamul Haque (1958-2023) was the founding member of this visionary group of companies, born in December 1, 1958 Munshiganj. Among many of his achievements he was a general member of FBCCI. His goal was not only giving a new look and standard to the real estate world of Bangladesh but His contribution to social responsibilities some of which includes charity work, free schooling, religious contributions. And this also reflects the group of companies he created.

He created one of the top best housing companies of Bangladesh. His hard work and belief in the hard work eventually leads to success is still keeping the company to the very top and the best real estate company in Bangladesh.

THE MANAGING DIRECTOR

The group MD which also includes the Amin Mohammad Foundation Limited, the elder son of late M.M Enamul Haque and Mrs Bilkis Haque, Md. Ramzanul Haque Nihad was born on 14 April 1986. He became the Deputy managing director of Amin Mohammad Group,2015 along with Amin Mohammad Foundation. And by the age of 34 his visionary skill and dynamic leadership maintained the legacy of late. M.M. Enamul Haque and he is keeping the legacy on raise. By july 2020, 56 projects were completed by the AMFL concern

BOARD OF DIRECTORS

- MRS. Bilkis Haque (Chairperson)
- MD. Aminul Haque Nabil (Managing Director, Amin Mohammad Group)

- Mahfuza Mysha Haque Nusrat (Director, Amin Mohammad Group)

AMIN MOHAMMAD GROUP

Amin Mohammad Foundation Limited and Amin Mohammad Land development Limited are two sectors which goes under Amin Mohammad Group.

AMIN MOHAMMAD FOUNDATION LIMITED CONCERNS ARE:

- Real Estate
- Mawa Valley
- Dupelex plots
- Constructions limited (Airport)
- AMMCL (Amin Mohammad media Communications Limited "Shomoyer Alo")
- AMPL (Property Management)
- AMRFL (Amin Mohammad Reptile Farming Limited)
- AMEML (Amin Mohammad Estate Management Limited "Resort, Hotel")

These are the concerns of Amin Mohammad Foundation Limited, The Supply Chain (Procurement) Department is the central procurement of the Amin Mohammad Foundation Limited.

AMFL EXISTING DEPARTMENTS

- Accounting and Finance
- Human Recourse
- Marketing and Sales Department
- Credit Realization Department
- Branding and Communication
- Land Procurement
- Customer Service
- Internal Audit
- Legal Department
- Planning and Design Team
- MIS and IT
- Corporate affairs and Logistic team.

- Engineering And Construction

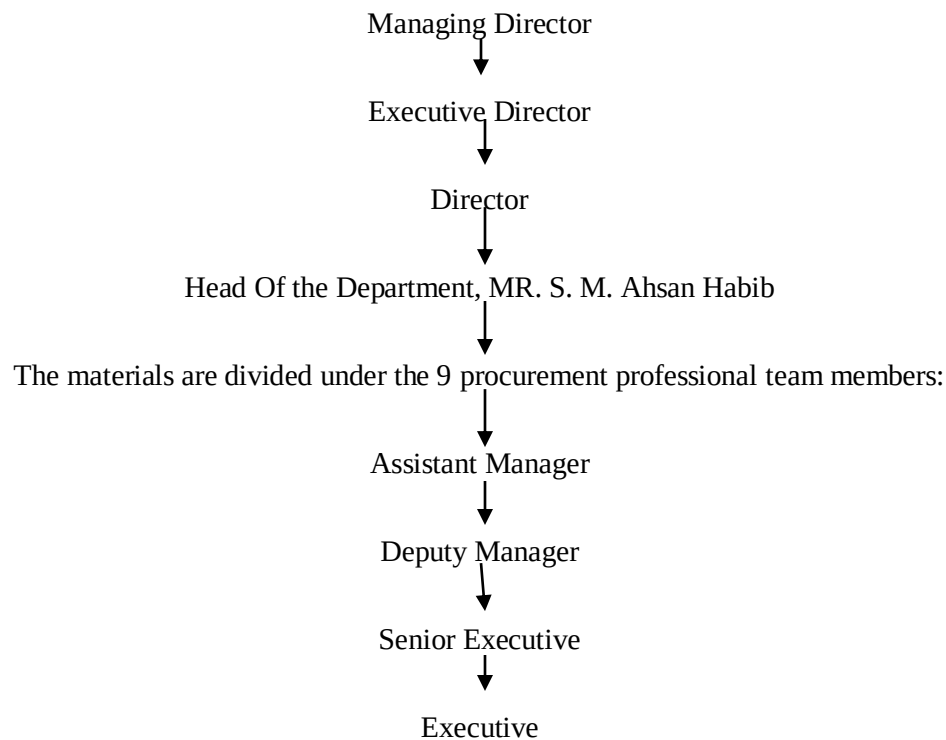
These are few of the departments of Amin Mohammad Foundation Limited.

Even though it was started under the private Real Estate industry, The Visionary MD, is planning on opening Amin Mohammad Construction Limited, for collaborating Government Projects such as The Local Government and Rural Development. Local Government Engineering Department. Public Works Department. Military Engineer Services. Civil Aviation, and BEPZA.

CHAPTER TWO:
ABOUT THE INTERNSHIP

2.1 DESCRIBE YOUR POSITION AND A DETAILED DESCRIPTION OF YOUR OFFICE, WORK ENVIRONMENT, AND EVERYDAY JOB DUTIES AND RESPONSIBILITIES AS AN INTERN WITH THE COMPANY.

As this report is based on a small operational sector of Procurement Department, The Department size Is mentioned below.



This is the sequence maintained at the office.

And As I was the intern there, The position right above me was Executive.

The Supply Chain department was at 10th floor, Inside and there was 3 different big room, One The lobby where the guests, mainly the suppliers used to sit, before they entered the room. The department. The head Believes in Transformational, laissez-faire and democratic leadership. From the every begging, whenever I sat for learning work from the supply chain team they used to tell me, they have the best boss, and he himself makes sure that the employees are growing in to the best way possible. And being the head it was at his power to set the environment, and he made sure The department has the most positive environment. Every one used to help, suggest and uplift each other. And one of the most important thing was after completing the work, before going to the

department heads table, another team member has to check that report.

And my job duties at the internship were very limited but very much educational and practical.

After going to the department, I used to greet my supervisor, and he used to assign me every day with each team member. And they used to teach me how they start their work from the very beginning to fixing a contract with a supplier, and then finishing the payment method. And other job duty I used to do, making top sheets, and bills or making or just writing bills on Forms / Excel.

2.2 HIGHLIGHT THE SPECIFIC THINGS LEARNED, SKILLS YOU EMPLOYED IN CARRYING OUT JOB, NEW SKILLS ACQUIRED FROM JOB, AND THE CONTRIBUTIONS MADE TO THE COMPANY.

The things I learnt are the highlight of my whole internship journey. The Supply chain (Procurement Department) has taught me how the procurement works, and gave me the confidence that Once I learnt how this procurement works I can work to any procurement setting as according to other offices might differ a bit but not much. So learning the core procurement was very important for me.

TERMS:

- MPR: Material Purchase Requisition.
- MPO: Material Purchase Order/ Work Order.
- MRR: Materials Receiving Report.
- C/S: Comparative Statement

These are the Terms widely used at the everyday setting.

TYPES OF PROCUREMENT

- Traditional procurement
- Strategic Procurement

Also as it is a real estate company it was very important to know the 3 stages of project.

- Substructure : Foundation stage of construction.
- Superstructure: It is the framework, beams and walls
- Finishing Stage: When a visible construction is seen.

Then the steps arrive from Receiving the requisition to closing the order by giving payment. They have 4 separate options to place the order:

- CREDIT (They prefer and mainly purchase in credit)
- ADVANCE (Rarely)
- CASH PURCHASE

- PETTY CASH (10,000 > BDT)

CREDIT PURCHASE:

1. Demand requisition
2. Quotation/ Request For Quotation Based on Requisition
3. Based on requisition comparative Statement is made
4. Work Order/ Purchase order is made after CS approval
5. Delivery is completed at the project based on WO
6. Challan or MRR is collected from Inventory
7. Supplier bill collection from supplier
8. Payment Approval is made after Audits approval
9. Payment Approval is sent to MD sir Highest authority.

ADVANCE PURCHASE

1. Demand Requisition
2. Quotation Collection (If not approved then)
3. CS is made and approved
4. WO or PO is made
5. ADVANCE NOTE is made, with approval of MD sir sent to finance dept
6. Payment Requisition is sent to Accounts after HODs approval
7. Material Delivery is completed and challan is collected
8. Supplier delivers the bill
9. ADVANCE NOTE is made, with approval of AUDIT sent to finance dept

CASH PURCHASE MORE THAN 10,000 BDT

1. Demand Requisition
2. Approval on quotation
3. Advance note is made, sent to accounts for approval (NO CS REQUIRED)
4. PAYMENT REQUISITION is sent to finance department for CASH
5. Purchase is done
6. Final bill is accumulated, ADJUSTMENT NOTE is done for approval of audit, send to finance after approval

PETTY CASH NOT MORE THAN 10,000 BDT

1. Demand Requisition (System/ hard copy)
2. Quotation collection, HOD sign on Payment Hard copy note, Cash collected from shahriar sir

3. Material purchase, Final bill is presented
4. Adjust Note for Shahriar sir, For reclaiming Cash
5. Monthly adjust is made by Shahriar sir

Apart from these, how to do Comparative statements, How to reach out to suppliers and Request for quotation. And very important how they build a personal relation first with the suppliers and then proceed with the business dealings.

2.3 RELATE YOUR EDUCATIONAL LEARNING WITH YOUR INTERNSHIP ROLES AND RESPONSIBILITIES.

During the Procurement course, most of the paper work I saw happened there and the basics of how to choose suppliers happened there but they had few different exceptions on how they dealt with the suppliers.

CHAPTER THREE:
SELF REFLECTION

3.1 HIGHLIGHT THE THINGS YOU LIKED AND DISLIKED ABOUT YOUR INTERNSHIP AT THAT ORGANIZATION.

LIKED

Each of the employees at the procurement department was extremely passionate about teaching me about the process and procedure about procurement and suppliers, The positive and non unhealthy competitive work environment. And each of them loved their work.

DISLIKED

I was only taught about the process, as they do not practice interns at their organization I was not given much access to the suppliers names or which company they are choosing for which product.

3.2 DISCUSS HOW YOU COULD DO BETTER AND HOW COULD THE ORGANISATION UTILISE YOU BETTER.

If they had given me more exposure to work with them, I could have performed or at least showed my capabilities better.

3.3 PRESENT YOUR INSIGHTS INTO THINGS YOU WANT TO CONTINUE WORKING ON FOR YOUR NEXT POSITION WHILE RECOMMENDING WAYS THE ORGANISATION CAN IMPROVE ITS INTERNSHIP PROGRAM

This company is extremely confidential about each information and that is the reason they do not encourage interns at their organization. Yet they taught me the process and procedure of procurement setting. Also they gave me enough confidence that as they taught me about the procurement I can now work at any sector at Supply Chain

CHAPTER FOUR:
PERSONAL DEVELOPMENT PLAN

4.1 PROVIDE A BRIEF PERSONAL DEVELOPMENT PLAN BY HIGHLIGHTING YOUR NEXT COURSE OF ACTION AND CAREER

During the internship I understood the importance of knowing the Microsoft Office. Even though I had a certificate in Microsoft Excel, the level of understanding I have, I could only examine when I was doing any task or bills or making a top sheet they gave me to do. I need to sharpen my Microsoft office skills.

And as I still am very much passionate about the dream of entering Airlines I will try to enter airlines and then I wish to pursue my Masters in any sector of Supply Chain.

before and during my masters I will try to take and do as much diverse and different Supply Chain jobs as possible Because I have to gain as much diverse knowledge about how supply Chain works in different industry as possible, Because I wish to enter academia, because the faculties I was under their career field was so diverse and the knowledge they have is so much they are unstoppable I want to see myself somewhere near there.

And with this internship, in the real estate industry I started my journey. And wish to polish every skill I can.

EXECUTIVE SUMMARY

This report analyzes Amin Mohammad Foundation Limited's supplier relationship management. How they maintain and nurture strong communication, commitment and willingness to grow is the key foundation of the relationship. However, timely payment is a key weakness affecting the relationship. Recommendation includes a technology integrated to both Employee and supplier access to see the state/step of payment process. Mentioning United nations Sustainable development goals to get priority and advantage in the global supplier market. These will enhance the proven existing relationship with the suppliers and help in strategic advantage in the competitive Real Estate industry of Bangladesh.

PART B
CHAPTER ONE:
INTRODUCTION

ENHANCING SUPPLIER RELATIONSHIP FOR STRATEGIC ADVANTAGE IN REAL ESTATE PROCUREMENT : EVIDENCE FROM AMIN MOHAMMAD FOUNDATION LIMITED

1.1 RESEARCH OBJECTIVE

To explore how the Supply chain Department, AMFL has been maintaining a successful and long term Supplier relationship and to suggest strategies to sustain and enhance the supplier relation with AMFL.

1.2 BACKGROUND OF THE STUDY

Previously in businesses a role of a supplier solely used to be of a component from where businesses used to source their product from. It was not a business component where businesses used to give emphasis on, The part where it was emphasized was to source good products or how to buy cost effective and good products. That was the only deal with suppliers previously. But for a few decades businesses deal with suppliers to make a relationship with them to have better gains and most importantly so that they can be in the winning situation. According to Gadde & Snehota (2000). The supplier relation is curated to gain strategic advantage. According to Lambert & Schwieterman (2012) Supplier relationship is not something you can just build, It is process oriented and a strategic move for the business. And this relationship comes with bigger and better value, mostly better financial deal. Every business or deal has the main target to be on the gainer or winner side, when a business is selling their main target is to gain profit by selling the product. But when it is about the procurement department of a company the situation gets reversed. According to Mak (2014) when something is being obtained or acquired or purchased mostly for a broader cause it used be for government or for the military service, now it is used for any purchase used for business (selling) purchase it is called procurement, Procurement is a systematic process with paperwork and relationship building which directly affects a business profit. According to Islam (2024) The real estate value of real estate of Bangladesh will reach near USD 2.75 trillion and this area is expanding due to various micro and macro economic factors, some of them are foreign investment, urbanization of major cities like Dhaka and Chittagong the rise of GDP and demand of housing also plays a very big role. When a country with an unstable political and business environment has a 2.75 USD trillion market. There has to be few players who are the bigger contributors of the sector. Some of them are Amin Mohammad Foundation limited, Shanta, BTI, Navana etc. Amin Mohammad Foundation Limited is one of the leading real estate companies of Bangladesh, with projects in every prominent city area or both developing and developed areas of Bangladesh. reason being they cater to reasonable to most luxurious buildings. Also Amin Mohammad Foundation Ltd does not only look after buildings or

readymade flats but they have various projects which includes external projects, valley projects, farming ect. And all of these are handled under one central procurement by the Supply Chain Department which is the central procurement department of Amin Mohammad Foundation department, they are in charge of sourcing from sand brick tiles to door accessories of each and every building and projects on going. Hence the Procurement department plays a very big role at the profit management of the company. As the company mainly earns by selling plots or flats. Each penny they get to save is very crucial for them. And the procurement department's motto is "One taka save means one taka profit" which explains a lot. As the department's goal is to ensure the highest quality at a competitive cost price they have to be very strategic, because being one of the best and leading real estate companies they have been very choosy and constant about the quality, best quality from the construction to the readymade product they make sure to deliver. And as they have to do it they have to source the products at the best price possible, otherwise they will not be able to cater the final product to the masses. And here comes the procurement department. It has to be one of the finest teams of Bangladesh with skilled employees with experience with minimum 10 years and post graduate degree holders in the Supply Chain area. And the reason why it is important to mention that this report gives emphasis on the relationship with the suppliers and the strategic advantage they have been gaining from it. And the maintenance of the relationship or being the best team comes from both company policies and personal skills and experience of the employees. That directly leads to the strategic management of the department leading to strategic advantage. According to McCall(2024) strategic management means a bigger long term and continuous plan to strategize formulate and analyze plan to get and align with the organizational objective and to get the competitive or to help to give the competitive advantage to the organization in the long term, hence competitive advantage makes a part and process of strategic advantage. And creating and maintaining a clear strategic management leads to the strategic advantage. And for the procurement department of Amin Mohammad Foundation they are doing it by maintaining strategic Supplier relations.

1.3 RESEARCH QUESTION

This report aims to answer the question of how the ongoing supplier relationship management process of Amin Mohammad Foundation Limited Supply Chain (Procurement) department has been maintaining a successful relationship, and what are the factors or areas to give more emphasis to make it more stronger?

CHAPTER TWO: METHODOLOGY

METHODOLOGY

2.1 TYPE OF RESEARCH

This research is following a Descriptive report method. And this research report aims to explore how AMFL procurement department is maintaining a strong supplier relationship. And descriptive research is when a report is describing a characteristic of a population or situation and in this report the supplier relationship process has been described.

2.2 RESEARCH DESIGN

This has followed the qualitative method.

2.3 APPROPRIATE METHODS FOR SAMPLING, DATA COLLECTION

This research has been conducting by taking Primary data, Survey from the 10 Employee and 10 Long term (More than 1 year) Suppliers of procurement department. And the research has been done by doing Qualitative method.

CHAPTER THREE: FINDINGS AND DISCUSSION

3.1 FINDINGS AND DISCUSSION PERCENTAGE

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
Order Process Efficient	0%	0%	0%	50%	50%
Selection Process Structured	0%	0%	0%	40%	60%
Systematic Query Approach	0%	0%	0%	70%	30%
Payment is Timely	0%	20%	40%	40%	0%
Proper Documentation	0%	0%	10%	60%	30%
Regular Performance Evaluation	0%	0%	10%	60%	30%
Respectful Negotiation	0%	0%	0%	20%	80%
Suppliers Deliver on Schedule	0%	10%	20%	60%	10%
suppliers Respond Promptly	0%	10%	0%	80%	10%
Supplier Communication Clear	0%	0%	0%	60%	40%
Suppliers Inform About Disruptions	0%	10%	0%	80%	10%
Suppliers Meet Cost Expectations	0%	10%	30%	60%	0%
Suppliers Understand Our Needs	0%	10%	0%	80%	10%
I Perform My Role Effectively	0%	0%	0%	0%	100%
I Engage in Improvement	0%	0%	0%	0%	100%
Both Parties Committed	0%	0%	0%	0%	100%
Continuous Improvement Important	0%	0%	0%	0%	100%
SURVEY RESULT OF EMPLOYEES					

FINDINGS

- High Satisfaction in personal role effectiveness, improvement, engagement, commitment and continuous improvement (100%)
- Weakness: Payment timeline to suppliers are low (2 disagree, 4 neutral, 4 agreed)
- Another concern was suppliers meeting cost effectiveness, The employee 4 among 10 agreed but 1 disagreed and 3 neutral

ANALYSIS

According to employees they are doing their job best, and they value improvement also see issues with supplier cost offerings and has issue in timely payment of the suppliers

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
Order Process Clear	0%	0%	10%	40%	50%
Timely Feedback	0%	0%	10%	60%	30%
AMFL Team Responsive	0%	0%	0%	60%	40%
Fair Selection Process,	0%	0%	0%	60%	40%
AMFL Informs Before Contract	0%	0%	0%	70%	30%
AMFL Builds Relationships	0%	0%	0%	50%	50%
Payment Procedure Transparent	10%	0%	40%	30%	20%
Payments Within Time Frame	0%	50%	30%	20%	0%
Order Process Efficient	10%	0%	0%	30%	60%
Access to Necessary Resources	0%	0%	0%	80%	20%
AMFL Consults Suppliers	0%	0%	0%	60%	40%
We Meet AMFL's Expectations	0%	0%	0%	80%	20%
We Communicate Clearly	0%	0%	0%	30%	70%
We Address Issues Promptly	0%	0%	0%	0%	100%
Long-Term Partnership	0%	0%	0%	0%	100%
Both Parties Committed	0%	0%	0%	0%	100%
Continuous Improvement Important	0%	0%	0%	0%	100%
SURVEY RESULT OF SUPPLIERS					

FINDINGS

- High satisfaction in partnership, commitment problem resolution, and long term relationship.
- Weakness (of Procurement department) payment on time scored low (5 disagree, 3 neutral, 2 agree)
- All other areas (agree strongly agree)

ANALYSIS

From the survey response from the suppliers it is very evident, There is a relationship from both side and suppliers also want to continue and want to take this relation in long term. but the only gap in sustaining this relationship is the timely payment issue.

3.2 FINDINGS AND DISCUSSION AVERAGE

THEME	QUESTION	EMPLOYEE DATA	SUPPLIER DATA	INSIGHT
PROCESS	Clear order process	4.5	4.4	Mutual agreement
	Timely payment	3.2	3.2	Visible weakness
	Efficient Documentation	4.2		Internal Strength
TRANSPARENCY AND FAIRNESS	Fair supplier selection	4.6	4.4	Mutual Agreement
	Transparent Payment process		3.4	Supplier end concern
COMMUNICATION	Responsiveness(query)	4.3	4.4	Strong
	Timely Update		4.3	Supplier strength
	Supplier warnings	4.0		Could be better
STRATEGY	Mutual commitment	5.0	5.0	Core strength
	Long term partnership(1>)	5.0	5.0	Core strength
	Area and importance of improvement	5.0	5.0	Core strength
PERFORMANCE AND COLLABORATION	On time delivery	3.7	4.0	Gap in process understanding
	Cost competitiveness	3.5		Challenge
	Mutual collaboration and consultation		4.4	Strong

DETAIL FINDING AND EXPLANATION

FINDING 1: PROVEN SUPPLIER RELATIONSHIP(STRATE)from Survey qs 16-17 it shows a perfect score of 5 agree from both parties on commitment partnership and continuous improvement.

EXPLANATION: This shows Amin Mohammad Foundation has been maintaining a strong supplier relationship, which they have built very strategically not only transactionally. Which is not only from their end but their suppliers also believe in maintaining, building and improving their relationship for mutual success and long term partnership. And this shows that this is part of their strategic management and this is not only giving them strategic advantage but competitive advantage as well.

FINDING 2: EXCELLENT COMMUNICATION AND INTENTION OF COLLABORATION
High score on responsiveness (4.4), proactive update (4.3) consultation on material selection and supplier communication (4.0-4.3)

EXPLANATION: To build a relationship it can simply not be transactional only, responsiveness from both side before during and after placing an order, updating both parties, material selection and keeping that in mind the priority of Procurement department is making sure getting the best quality first, and consulting on material selection and making sure they are keeping their suppliers involved in every decision and update also consulting them as well as if they need any suggestion shows their effort in building a positive goodwill in the market.

FINDING 3: STRONG INTERNAL PROCESS AND SUPPLIER EXPERIENCE EXPECTATION
from the survey finding and perfectly good score that employees are responsive 4.4, they hold excellence in process management order process and clear documentation.

EXPLANATION: Even though the suppliers agree with the efficient internal process flow yet they have some better expectations from the company in financial aspects.

FINDING 4: POSITIVE BUT ASYMMETRIC PERFORMANCE PERCEPTION. From the employee survey they rate supplier Delivery and cost competitiveness as moderate (3.7, 3.5). On the other hand the suppliers rate themselves higher Quality and timeline 4.0.

EXPLANATION: There seems to be a gap in expectation. Where the suppliers believe they are delivering their best, maintaining good quality and time. But the Procurement department is expecting better than what suppliers are doing currently. The gap is currently arising because AMFL always thrives

for the best. And aims for better hence they might expect better than the performance they are getting from the suppliers.

FINDING 5: PAYMENT TIMELINE. The procurement department (3.2) agrees that payment is on time, but 3.2 suppliers agree that the payment is on time

EXPLANATION: And this is the section where other aspects got better scores. This seems to be a bigger gap from the supplier point of view, But assessing from the very beginning the procurement department expects better performance hence that could be a reason why the score seems to be not as high.

3.3 GAP ANALYSIS

RELATIONSHIP VISION: This is in the perfect alignment, both are ready to contribute in commitment, partnership and continuous improvement.

PROCESS AND PROFESSIONALISM: The similarity lies in Fair selection of supplier (both supplier and employees agrees), proper communication and responsiveness. But the gap seems the employees feel they have higher internal efficiency than what suppliers feel.

PERFORMANCE EVALUATION: suppliers self rate themselves 4.0 but from the employee end they got 3.7 on delivery and 3.5 on cost. So there seems to be a gap in expectation.

CRITICAL TRUST FACTOR AND TRANSPARENCY: They both agreed the selection process is absolutely fair, but from the supplier end payment seems to be an issue they seem to be expected to be catered well with.

3.4 SWOT ANALYSIS

STRENGTH (INTERNAL) • Strong Human Capital / Skilled Employee • Interdepartmental Efficiency and Coordination • Centralized procurement power • Excellent Communication • Transparency	WEAKNESS(INTERNAL) • Centralized procurement • Centralized decision making (Step by step process flow) • Systematic payment procedure
OPPORTUNITY(EXTERNAL) • Global supplier market • Green and sustainable sourcing • Digital integration with supplier	THREAT(EXTERNAL) • Macroeconomic situation (GDP, Living standard) • Global threats (War, sanction, tax) • Supplier loss • Common supplier market • Internal policy (Real estate) • Government Policy changes

The SWOT analysis has been conducted keeping The Supply Chain Department (procurement) in subject, Not the Amin Mohammad Group as whole.

STRENGTH: One of the biggest strengths of AMFL supply chain department is, they have the finest pick of employees. Who makes sure they are conducting their work perfectly and efficiently, and from the survey report the suppliers also agree with the process efficiency and coordination of the team. Also one of their biggest strengths is they are absolutely transparent with their work and selection of suppliers so there is no compromise of quality hence the expectation of work will be up to the mark. Also being the central procurement and maintaining a process flow their work is being assessed by various inter and external departments.

WEAKNESS: Rather than weakness this is the part where they do not have much autonomy to maintain. They have to follow steps hence payment or selection process takes other departments assessment, Before they can give the final confirmation. Also that increases process time.

OPPORTUNITY: Supply market many years before used to be very niche, Now it has become extremely decentralized, with help of banks and proper documentation the world has become a global market so they have the opportunity to go diverse, and exceptional and might not have to share suppliers with their competitors. Also as they already maintain green business and the suppliers who maintain positive and healthy environment standards, they should also start mentioning or documenting Sustainable Development areas to get better global and also environmental opportunities.

THREAT: Their biggest threat is the unstable Macroeconomic situation of Bangladesh. Also started global issues from the recent pandemic, then the Ukraine Russia war had a huge impact on mostly every sector of the world but when in business it is heavily dependent on import quality and import products this has a direct impact on cost issues. Also if the USA imposes heavy tax on one country that country already loses opportunity there and they get strict with their pricing. And AMFL being the buyer here they have to face the consequence. Also the real estate scenario in Bangladesh is not very expanded. Few companies are mostly seen. And AMFL is one of them. And that gives suppliers more emphasis because eventually there is not enough supplier, who caters to only one company, They eventually serve AMFLs competitors as well. And being one of the best in the field this could be threatening for the team.

3.5 PESTEL ANALYSIS

POLITICAL: The political situation of Bangladesh has a direct impact on real estate business, Also when it comes to sourcing for a giant business like AMFL the instability and different policies has a direct impact with it. Needs to adhere with policy changes, Environmental laws etc.

ECONOMIC: Market growth of real estate is almost 2 .5 + trillion usd, and being a leading Real estate company AMFL has a huge contribution in it. But the economic situation of Bangladesh, Global price rise, Inflation has a negative impact on product sourcing.

SOCIAL: As Amin Mohammad makes sure their first preference is their top notch quality it has become a blessing for them, because a supplier who is confident enough with their own product will only reach out to them. And it is a goodwill and both brand value they are able to make sure to have.

TECHNOLOGICAL: Amin Mohammad Foundation Limited follows an internal ERM software which is integrated with each department only.

ENVIRONMENTAL: Amin Mohammad Foundations procurement department makes sure they are sourcing from clean business, Not harmful for the environment, And businesses that are cautious for Bangladesh environment protection.

LEGAL: Being One of the biggest companies of Bangladesh they make sure, they are maintaining all the legal procedures and backed by laws. So this is also one of their strengths.

CHAPTER FOUR: RECOMMENDATIONS

4. RECOMMENDATION

Starting with the positive aspects the procurement department has. The relationship with their suppliers. A relationship that the suppliers truly respect and they also want to grow along and contribute into. The department has built and maintained this relationship not only in a transactional way. They have maintained this in a very Strategic Management way. The things they do to maintain this relationship is by giving their time and energy. A supplier who is willing to work with them has the opportunity to personally meet and showcase their product so that the department has an unbiased opinion about the product. Before, after and during the purchase they communicate with each other constantly for any changes, opinions or to make sure things are going smoothly for both parties. During any inconvenience from the supplier, the end is handled very carefully to make sure the relationship is still maintained. Also they know from the department end their biggest assets are their suppliers and their goodwill in the market, And they are very careful with that. Any supplier who wants to take any advice or to talk to them personally has the opportunity to do that. Knowing any supplier is ready to work with them just to build the suppliers history and portfolio, yet they are very transparent in their selection process, making sure there is no questioning happening and all the suppliers who are worthy and matches the quality gets the fair opportunity to do the collaboration with the company. And this fact is backed by the survey result. So these assets should be maintained. This is not only giving them competitive advantage but also strategic advantage as well. Maintaining good relations with the suppliers gives them many opportunities and advantages like prior information for any market disruption or fluctuation of the market. This not only helps the procurement department to choose to make the buying decision more wisely but it also affects the on the whole profit loss ratio. A small save on the purchasing end brings a huge impact. And all of these are the impact of the skilled employees of the procurement department. They are one of the finest brains of the supply chain industry of Bangladesh. And that is the reason why AMFL has been able to maintain a good will in the market. And to make sure they are growing along with the time the company should arrange seminars and workshops so that they are also growing apart from their personal and educational skill set. Amin Mohammad foundation limited maintains process flow. Each and every step and decision is taken inside a step by step by step process flow. And that is connected with most departments. And the procurement department also maintains the process flow. As the department has a very efficient and smooth documentation and paperwork process it is also proved by the supplier end of the survey, yet the major subject pointed out by the supplier end was the timely payment issue, But the employees pointed out a certain expectation gap. So integrating step by step task completion and process flow system technology with the suppliers can explain the time flow, and can make them more satisfied with the payment time and schedule. Also as they have a n expectation gap, they should follow a follow

up report on the supplier's end to make sure they are going by a given standard and then suggest the suppliers to work on that. Now few recommendations on the opportunities. The procurement department plays a big role in the sustainable development of Bangladesh. As they are building housing but the department makes sure they are sourcing from a green and sustainable source. Hence they are contributing directly to the United Nations sustainable development. But this information is not as much highlighted as they should, but they should highlight this information, and they will get not only national but global recognition and cost benefits as well as UN Sustainability has many policies. The Direct Goals they are contributing to SDG 12 "Responsible production and consumption". SDG 8 "Decent work and economic growth" by maintaining transparency, maintaining laws and policies of the country. SDG 13 "Climate action" by directly sourcing from green and sustainable sources. Also SDG 15 "Life on land" SDG 14 "Life Below water" are very crucial contributions they are making, worth mentioning and should be followed by most of the real estate companies. By sourcing environment friendly sources they are helping and contributing in so many aspects, And another reason for mentioning this to get Global bigger opportunities, The world is the market, AMFL has the brand value and brand history to get business opportunity from anywhere of the world. But mentioning Sustainable Development will open bigger doors with respect. Now coming to the threats or the uncertain external threats or risks where they cannot control but can take precautions to be ready for any situation. Proper forecasting of the inventory, Even though Inventory is a separate department at AMFL yet, keeping an update of that department can help them in many ways. Also the macroeconomic situation of Bangladesh has been very unsteady for many years such as GDP, GNP, National income all of these might seem very indirect with the Supply chain Of a real estate company but it is very important to know the economic situation of the country to make better forecasting, and purchasing decisions. As their first priority is best quality product at a competitive price they source from the international market, many times very important products can get stuck due to sanctions, and war zones (Russia, China). And get stuck at middle eastern routes so keeping extra resources like suppliers and extra product is very important for times and situations like these. Also they should also let the suppliers assess the negative points only, just to assess if they are lacking behind any expectation or supplier issues they are not able to see, it will improve their quality of work and will help to attract quality suppliers and help from any supplier loss. The way there are very few biggest real estate companies in Bangladesh the same way there are very few suppliers hence there is a big chance that the same supplier is also catering to their competitors as well. That is why it is important to get into the global market and try to get a few trusted suppliers that will only cater AMFL. Also as Bangladesh is going through a reformation period, There is global and national policies that are changing, and this company and the department makes sure to abide by any rules and policies are made for them, so it is very important

to have some common and constant rule also be very flexible so that in time of any change in any time they are prepared.

- Both group mutually agreed on commitment, long term partnership and continuous improvement.
- Communication responsiveness, and relationship are rated highly

But as timely payment is the issue for the suppliers and Amin Mohammad Foundation has a strict process flow, recommendation will be

1. A software integrated with the supplier.
2. Mentioning Sustainable Development goals, more widely to gain better global supplier opportunities.
3. As they have an open door for any supplier to come and talk to them for any query, suggestion or to show samples. They can make this an open policy to reach out to more and new suppliers to have better bonding. That consultation from AMFL will build better loyalty and will help to build a relationship with suppliers which will eventually help to gain strategic advantage.

CHAPTER FIVE:
CONCLUSION

5. CONCLUSION

In conclusion the research has examined the very important role the existing supplier relationship management plays in the procurement strategy of AMFL. And how it directly impacts the Strategic advantage of the extremely competitive real estate market of Bangladesh. And how it is helping AMFL to grow and stay the best among the competitive real estate business. Amfls procurement department has shown a good strategy in maintaining a long term, mutually beneficial relationship with suppliers, which is not only transactional but also very communication based. Functions on mutual commitment and continuous improvement on both sides, And that both shows the depth of the visible relation with suppliers. Both procurement departments and suppliers share a common goal of high quality, cost effective demand. The feedback and effort shows the strength of this relationship. Mutual commitment, long term relationship maintenance, and continuous improvement are the core strength of the relation building strategy. And to make that relationship more enhanced there seem to be few areas where the department can give emphasis such as, an integrated technology where from suppliers delivery to checking and the process flow will be accessible to the suppliers so that they will know the stage of payment they are at. This will remove the gap they feel they have. Also working on the opportunities they have will bring them more suppliers, And mentioning on paper the noble work they are doing towards sustainable development will bring them more Global business. Also having one of the best procurement teams of Bangladesh they should also do few workshops and seminars to university students to share knowledge and encourage others to join the area of supply chain. This can be done as one of their CSR activity which will be beneficial for the future of Bangladesh as well.

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APPENDIX

Research Questionnaire Employee

Please note that, 1=Strongly disagree, 2=Disagree, 3=Neutral, 4=Agree, 5=Strongly Agree

1. The Order Placement Process with Supplier is Efficient And Seamless

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

2. The supplier selection process is Structured and transparent

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

3. There Is Clear and Systematic Approach For Supplier Query

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

4. The payment process with suppliers is timely

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

5. Each supplier transaction is properly documented and maintained

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

6. Regular and effective supplier performance evaluation conducted from procurement department

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

7. The negotiation process is conducted maintaining respectful guideline

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

8. Suppliers delivers orders on agreed schedule

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

9. Suppliers provide prompt and efficient responses to any query

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

10.The suppliers communication is clear and effective during the entire order process.

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

11. Suppliers inform us before or during about any potential disruptions in the supply chain.

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly

Agree

12. Suppliers meet our expectations in terms of cost competitiveness.

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly

Agree

13. Suppliers have a good understanding of our business requirements and priorities.

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

14. I believe I consistently perform my role effectively in managing supplier relationships.

a)Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

15. I actively engage in improving the supplier relationship process.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

16. I believe that both parties (AMFL and suppliers) are equally committed to the success of the relationship.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

17. I believe that continuous improvement of the supplier relationship management process is important for mutual success.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

Research Questionnaire Supplier

Please note that, 1=Strongly disagree, 2=Disagree, 3=Neutral, 4=Agree, 5=Strongly Agree

1. The process for order placement at AMFL is clear and well-structured.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

2. AMFL provides timely feedback during the order process

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

3. AMFL's team is responsive to any need that arise during the supply chain process

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

4. AMFL follows a transparent and fair Supplier Selection process

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

5. AMFL regularly informs its suppliers about any update before starting a contract

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

6. AMFL makes efforts to build long-term, mutually beneficial relationships with suppliers.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

7. AMFL's payment procedure is transparent and easy to follow.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

8. AMFL consistently makes payments within the agreed time frame.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

9. The order process at AMFL is efficient and provides accurate and precise information.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

10. AMFL ensures that suppliers have access to the necessary resources to manage orders perfectly.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

11. AMFL's team consults suppliers to ensure material selection is beneficial for both party

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

12. I consistently meet AMFL's expectations regarding product quality and delivery timelines.

a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

13. I believe my organization maintains clear and effective communication with AMFL
 a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree
14. I actively strive to improve our relationship with AMFL by addressing any issues promptly.
 a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree
15. I consider our collaboration with AMFL to be a long-term partnership.
 a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree
16. I believe that both parties (AMFL and suppliers) are equally committed to the success of the relationship.
 a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree
17. I believe that continuous improvement of the SRM process is important for mutual success
 a) Strongly Disagree b) Disagree c) Neutral d) Agree e) Strongly Agree

FINDING CALCULATION AVERAGE

EXAMPLE: Order process is efficient

- a) Strongly Disagree (score=5) : 5 people
 b) Disagree (score=4): 5 people
 c) Neutral (score=3) : 0 people
 d) Agree (score=2) : 0 people
 e) Strongly Agree (score=1) 0 people

STEP 1 : Weighted score

5 people x 5 score = 25

+

5 people x 4 Score = 20 = 45

STEP 2: Calculate average score

TOTAL POINTS / TOTAL PEOPLE: 45 / 10 = 4.5

Ref: AMG/HR_AMFL/AMFL/HOL/0096/2025

September 30, 2025

Private & Confidential

JAFNUN MAMUN RAIDA

House no. 75, North Road

Dhaka – 1205

University of Liberal Arts Bangladesh

ID : 213011103

Subject: **Letter of Internship Acceptance**

Dear Ms. Raida,

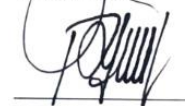
In reference to a letter from career services office of University of Liberal Arts Bangladesh (Ref: CSO/Memo/01407/028/066), we are pleased to inform you that the Management of Amin Mohammad Foundation Limited (www.amflbd.com) has agreed upon allowing you an internship with the organization. **Congratulations Ms. JAFNUN MAMUN RAIDA.**

On the above note, you are requested to contact Mr. S M Ahsan Habib, Head of Supply Chain Management (SCM) Department at our Head Office and start procedures (with a written application) for the **10 (ten)** weeks long internship program with the Supply Chain Management (SCM) Department. For your day-to-day activities, you will be posted at Head Office and report to the Head of Supply Chain Management.

Be noted that no allowance/financial assistance shall be sanctioned to you for your internship role. On your internship, you might know information of any description concerning the affairs of the company, its associates, customers or any other stakeholders which are very secret or confidential from the organizational perspective and you shall not be allowed or authorized to share the information to any person or company during continuation of the program or thereafter. This is for strict compliance on your part; deviation from which may initiate legal action against you on charge of breach of agreement.

We are excited to welcome you on board. We are confident that this internship experience will be mutually beneficial through productive and rewarding collaborations. Congratulations once again.

Yours sincerely,



FAISAL R FERDOUS

Head of HR & Administration

Copy:

- 1) Head of Supply Chain Management
- 2) Career Services Office, ULAB
- 3) Personal File

INTERNSHIP PROPOSAL FORM

Name:	Jafnun Mamun Raida
ID:	213011103
Department:	ULAB School Of Business
Supervisor's Name (Faculty):	Ekhtear Ahmed Zeesan
Organization Name:	Amin Mohammad Foundation LTD
Internship Title:	Supply Chain Intern

RAIDA 12 October 2025

Student's signature & date
date

Supervisor's signature &

part B 213011103, Jafnun Mamun Raida

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