




# Company Profile



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## About Us

We are one of the largest steel importing and indenting company based in Dhaka, Bangladesh. Established in 2000, we are successfully doing business for more than 15 years. We are glad to say that we are specialized in this sector and focus only to make a good deal with both our suppliers and buyers. From our experience, we have managed to have reliable suppliers from South Korea, China, Japan, Malaysia, Singapore, Europe, North America, etc., and reliable and well-known buyers in our local market. We have more than 100 buyers ready at our fingertips to buy products via Steel Times. So whenever we confirm an order, we can gladly say that it never gets rejected. Our yearly capacity for importing steel materials is 20000 MT or above. We gladly receive offers of secondary steel materials from suppliers operating in any country all over the world.

We have a team of employees who are supported with sufficient logistics to make liaison with our respected suppliers, through email, telephone, and other social media applications, which gradually makes us prompt in customer service. We will be glad to receive any stock offering of the products listed above and do business with our suppliers. Surely we have the intention to do business for the long run.

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## **VISION & VALUES**

To be a leading international steel importing and indenting company by creating by promising prompt deals, attracting elite suppliers, and maximizing our strength. We will continue to create the best values for the suppliers with the SPECIALIZED team, the most professional channel, information technology, management, and exceptional customer service.

## **CORE VALUES**

Steel Times strives to deliver unparalleled value and cutting-edge solutions to our suppliers and buyers. We are guided and motivated by the following 3 core values.

### **PROFESSIONAL**

Our SPECIALIZED team is dedicated to the high quality of our services and excellence in our work. Steel times pride itself on the professional relationship we develop with all suppliers and buyers since 2000.

### **RELIABLE**

We are reliable because we know the market, we are honest, truthful and we will meet our promise to our suppliers and buyers. Our clients' success becomes our success. We provide our clients with the best value products to grow their reputation within their industry.

### **EFFICIENT**

We are committed to delivering a total solution of steel products, steel processing, logistics, and technical services to fulfill our client's requirements most efficiently and cost-effectively.

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# Proprietor's Message

Steel is one of the foremost versatile and sturdy materials and essential to our world today. We depend on steel in every aspect of our lives – from use in our homes and commercial buildings, cars, trains, and roadways to tools and equipment and even in materials and products to assist improve the environment.

Steel demand is growing rapidly, particularly in the developing world as infrastructure improvements are made to further advance its industrialization. With the infinite ability to be recycled, yet maintain its strength and sturdiness, steel is a perfect material for a sustainable world.

The one thing I even have learned as a Proprietor is that leadership at various levels is vastly different. Once I was leading a business, there have been certain demands and requirements to be a pacesetter. As you progress up the organization, the wants for leading that organization don't grow vertically; they grow exponentially.

The industry may be a significant contributor to national and regional economies. Steel Times achieved a proud history over the last half-century and has handled products and services to enhance people's quality of life. The drive of the corporate is predicated on the spirit of innovation to go forward to the longer-term bravely. Beyond the worth of the simplest products, Steel Times has made its most effort for the innovation of all corporate activities.

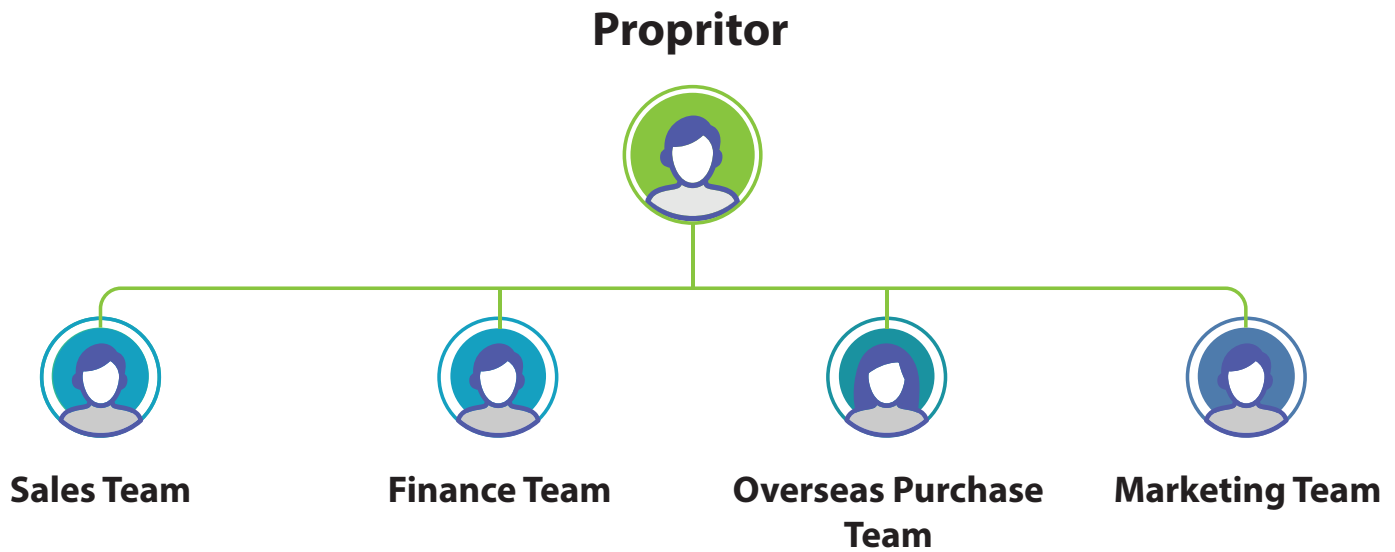
Steel Times will grow to an innovative enterprise beyond a steel enterprise. Keep your support with Steel Times.

**Sd/-**

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**Jubair Hossain**  
(Proprietor)

# Our Support System



## Sales Team:

- Build a targeted list of prospects.
- Execute qualification call and handoff lead to Account Executives
- Assist Managers in Sales Strategy Development
- Keep Informed of New Products and Services
- Recruit, Train, and Coach the Sales Team
- Delegate Tasks and Set Deadlines
- Set Sales Targets and Motivate Sales Team
- Prepare Sales Reports

## Finance Team:

- Keeping accurate records for all daily transactions
- Preparing balance sheets
- Processing invoices
- Keep accurate records for all daily transactions
- Record accounts payable and accounts receivable
- Update internal systems with financial data
- Prepare monthly, quarterly, and annual financial reports
- Reconcile bank statements
- Participate in financial audits
- Track bank deposits and payments
- Assist with budget preparation

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# Our Support System

## Overseas Purchase Team:

- Setting up the weekly, monthly, quarterly procurement plan.
- Planning and budgeting of purchase functions, involving cost estimation, contract negotiations.
- Inviting and allotting tenders.
- Liaison with the production department to maintain optimum inventory.
- Implementing systems to avoid situations like over-stocking or out-of-stock which cause production and financial losses.
- Liaison with the finance department for timely payment of bills.
- Developing reports on procurement and usage of the material for top management
- Managing a team of 10 professional buyers.
- Continuously monitoring, evaluating, and improving supplier performance.
- Regularly contacting suppliers to renegotiate prices.
- Managing the supplier relationships for the company.

## Marketing Team:

- Keeping accurate records for all daily transactions
  - Preparing balance sheets
  - Processing invoices
  - Keep accurate records for all daily transactions
  - Record accounts payable and accounts receivable
  - Update internal systems with financial data
  - Prepare monthly, quarterly, and annual financial reports
  - Reconcile bank statements
  - Participate in financial audits
  - Track bank deposits and payments
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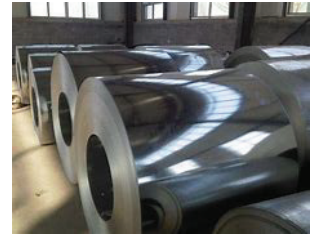
# Products we deal with



HOT ROLL (HR)



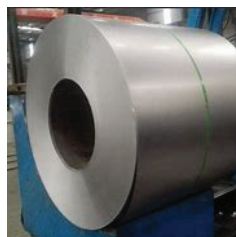
COLD ROLL (CR)



HOT DIP GALVANIZED (HDG)



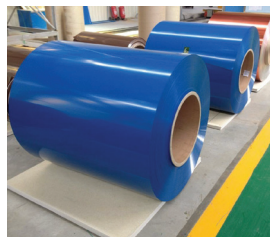
PREPAINTED GALVANIZED (PPGI)



GALVALUME (GL)



ELECTRO GALVANIZED (EGI)



COLOUR COILS AND SHEETS

# Standard shipment process:



## What our C&F do?

- Unloading & proper stacking of materials. Loading and Arranging transport for dispatches, proper storage & handling of stock in the godown.
- Maintaining adequate 'A' class godown in good condition with the required infrastructure.
- Invoicing as per company price list, Permitting discounts on the invoice as per policy.
- Maintaining stock records in the computer system and existing checking physical stock tallies with the same.
- Collection of payment cheques from Dealers. Banking Dealers cheques, the entry in the computer records and reconciliation
- The C&FA maintains proper state and condition all the registers, books of accounts, challans, vouchers, receipts, advice, invoices/bills, and all other records, papers, and documents.
- The C&FA receives the goods from the carriers after proper instruction, checking, and verification. If any loss, shortage, damage, or deterioration of the said goods is found or detected they shall take delivery of the said goods only after obtaining the required certificate from the carriers and inform the Company in the matter forthwith.
- The C&FA shall be fully responsible for proper and safe handling, carrying, and storage of the said goods and shall keep safe custody of the same on behalf of the Company till the period the said goods remain under their charge.
- In consideration of the services to be rendered by the C&FA, the Company will pay to the C&FA commission as per mutual agreement.



# CONTACT US

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## Google Map

Google Maps 23°43'08.3"N 90°24'31.5"E  
Steel Times

