

LAND YOUR FIRST MTO ROLE NOW



NAVID FARUQUE

Fresh graduates often lack hands-on knowledge of how an industry operates. This experience taught me resilience, discipline, and respect for the people who keep it running every day. It is where I learned the value of teamwork and problem-solving in its most practical form."

SANZANA TABASSUM
Former Management Trainee (Supply Chain),
Unilever Future Leaders Programme
Unilever Bangladesh



last-quarter of the year deadlines.

WHAT IS AN MTO PROGRAM?

A Management Trainee Officer (MTO) program is a fast-track initiative meant to prepare graduates for manager and leadership roles. Unlike regular entry-level positions, MTO programs move you through rotations across core business functions, such as sales, operations, finance, marketing, and supply chain management. As Sanzana Tabassum, a former Management Trainee of Supply Chain at Unilever Bangladesh, explains: "For a fresh graduate, these programs offer an opportunity to collaborate with multiple teams over a few years and gain firsthand experience of how different parts of the organization operate."

Most MTO programs in Bangladesh run for 12 to 24 months. During this time, trainees work on projects, receive guidance from senior leaders, and go through evaluations that often lead to promotions into managerial roles.

TOP MTO PROGRAMS IN THE COUNTRY
Management trainee programs are the fastest route from campus to real responsibility. Below are the major programs, their usual recruitment months and typical program lengths.

Grameenphone : Next Business Leader (NBL) recruits around October; 12-month program.

Unilever : Future Leaders Programme (UFLP) opens in November; 15-month program with international exposure.

Robi : Young Talent Program (YTP) recruits November–December; intake once or twice yearly.

PRAN-RFL, ACI Motors, MGH Group: multiple MTO intakes across the year.

City Bank, BRAC Bank, DBBL, Premier Bank: competitive annual recruitments, often with

WHAT MTO'S ACTUALLY DO

The beauty of an MTO program lies in its diversity. Rather than being pigeonholed into one role, trainees experience exposure to varied work through structured rotations. Sanzana notes: "All management trainees go through mandatory training in Customer Development (Sales), which helps understand how operations connect to products reaching consumers." Beyond rotations, MTOs work on projects, receive guidance, and attend leadership workshops. Regular mentoring from senior leaders is part of most programs as well. Some programs, like Unilever's UFLP, even offer international assignments. Sanzana shared her experience of working in Mumbai, gaining insights into large-scale supply chain operations.

WHAT DO MTO PROGRAMS OFFER?

MTOs are fast-tracked into leadership positions. Most programs conclude with promotions to

managerial or senior officer positions, roles that would typically require 3-5 years of experience to reach through conventional career paths. Besides, the cross-functional exposure uniquely positions MTOs as well-rounded business professionals. Additionally, these programs provide career clarity by enabling graduates to experience multiple roles before specialization, while also building networks with senior leaders and peers. As Sanzana recalled, "After completing my rotations, I was particularly hoping to join the Customer Service Excellence (CSE) team as it felt like the ideal opportunity to apply my programming skills (where I was eventually placed). Afterwards, I transitioned to a newly formed unit called the Supply Chain Center of Excellence, where our focus was on driving automation initiatives across the company."

HOW TO PREPARE AND APPLY

Most programs require a minimum CGPA of 3.0. Sanzana recalled, "In university, my first

priority was studies, but I also participated in extracurricular activities, including clubs, competitions (BizMaestros, Battle of Minds etc), and research." Technical proficiency is equally critical. "Every graduate should be well-versed in Microsoft Office, particularly Excel and PowerPoint, and be able to present ideas clearly and confidently," she advises. Beyond academics, relevant internships also demonstrate commitment.

Therefore, ideally, one should begin preparing 3-6 months before application deadlines, focusing on quantitative skills, communication, and industry knowledge. The process often includes online assessments, aptitude tests, group discussions, and interviews. Since most programs recruit between August and December, keep monitoring campus recruitment events, company LinkedIn pages, and career portals; early applications often receive more attention, so do not wait until the last minute.

NAVIGATING THE CHALLENGES

MTO programs can be demanding, especially when moving into technical departments. Sanzana shares: "For me, the most challenging part of the program was the rotation in manufacturing. Working in a factory environment is very different from an office. You are on the shop floor, coordinating with technicians, engineers, and operators to ensure production targets and safety." She adds: "It can be overwhelming at first, especially since fresh graduates often lack hands-on knowledge of industrial machinery."

However, overcoming these hurdles is precisely where the MTO program's value is realized. "Looking back, two skills that improved the most for me were problem-solving and collaboration. I learned that operations are highly dynamic—you may be assigned to one project but often have to manage several parallel tasks that aren't directly related to it," Sanzana reflected on her growth.

Ultimately, MTO programs serve as a launchpad for graduates seeking growth. Learning, exposure, guidance, and quicker promotion make these programs competitive. So if you have a strong academic record, a willingness to learn, leadership potential, and resilience for tough rotations, an MTO program may set you on a path toward leadership in the corporate sector.



Where Futures Lead

Bangladesh University of Business and Technology

Since its 2003 founding under the Private University Act, Bangladesh University of Business and Technology (BUBT) has become a dynamic centre for business education. Modelled on the North American system and guided by the UGC and Ministry of Education, BUBT combines transparent assessment, strong infrastructure and an outcome based education framework to serve thousands of aspiring students.

PRACTICAL OUTCOME BASED LEARNING

The Faculty of Business and Social Sciences emphasises a balanced pedagogy that blends foundational theory with industry insights and experiential learning. The BBA spans eight semesters and 132 credit hours, while BBA and MBA enrollments together now reach roughly 2,800 students. Coursework features case studies, simulations and a mandatory 12-week internship that culminates in presentations, sharpening analytical, reporting and communication skills.



SKILLS FOR GLOBAL MARKETS

Majors in accounting, finance, marketing, human resource management and information and communication technology allow students to specialise in or pursue dual majors for added versatility. Short courses and exchanges in AI, fintech, sustainability and digital tools expand global readiness and future-proof graduates for changing market demands.

PREPARING FUTURE-FOCUSED PROGRAMS

Student-led initiatives—business clubs, innovation challenges and community

"Our Business degree blends rigorous theory with hands on internships, preparing graduates to lead ethically and innovate across industries."

projects—reflect a strong entrepreneurial culture. BUBT plans to expand offerings with targeted tracks such as supply chain management and other industry-responsive programmes, reinforcing its forward-looking vision.

WHY CHOOSE BUBT

With nearly 80 committed faculty members, practical learning pathways and growing international ties, BUBT positions graduates to compete locally and internationally while contributing to national development.

ROBUST INDUSTRY PARTNERSHIP NETWORK

BUBT's curriculum is underpinned by extensive corporate linkages and international collaborations. Memoranda of understanding and industry ties facilitate internships, joint training and research projects, giving students direct exposure to contemporary business practices and a reliable

Launch your BBA Finance Career

Eastern University

For BBA students who want practical finance skills with a values driven focus the Islamic Finance, Banking and Insurance (IFBI) program at Eastern University prepares you for fast moving careers in banking finance and insurance. The coursework connects core business theory with Shariah compliant instruments so one can learn how profit and loss sharing works in real deals, how asset backed financing is structured and how takaful and Sukuk operate in practice. This makes classroom concepts directly usable during internships and in entry level roles.

PROGRAM STRUCTURE AND BENEFITS

IFBI combines classroom lectures, case studies and hands on projects. One can expect modules on Islamic contract types, financial statement analysis for Islamic banks



risk management and Shariah governance. Faculty bring industry experience and guest speakers from banks and takaful firms run live case competitions and supervise applied projects that you can include on your CV. Practical training increases your market readiness and helps you stand out when applying for graduate roles.

CAREER PATHWAYS AND INTERNSHIPS

Graduates can start as relationship officers, credit analysts, takaful associates, compliance officers or microfinance officers in Bangladesh financial institutions. Internships arranged through university networks often convert into full time jobs. But, they need to apply early for industry projects and ask faculty for referrals to get field experience during semester breaks.

SKILLS AND INDUSTRY LINKS

Students will gain technical skills such as Islamic product structuring, financial modelling and basic regulatory compliance alongside

soft skills like client communication and ethical decision making. Eastern University's industry links provide mentorship workshops and job fairs which expose you to recruiters from Islamic banks and conventional banks with Islamic windows.

CHALLENGES AND LEARNING

The sector needs skilled professionals and clearer governance. The program addresses this by offering specialised courses on Shariah compliance and by encouraging internships with regulatory bodies and Shariah advisory panels. Students learn to translate academic knowledge into practical solutions for real business problems.

IFBI at Eastern University is practical, career focused and affordable. For BBA students seeking internships, clear entry level roles and the ability to work across Islamic and conventional finance, this program builds relevant skills, industry exposure and networks that can help to launch a career in Bangladesh financial services.



"With its vision, leadership, and academic excellence, Eastern University continues to shape future leaders in the fields of Islamic Finance, Banking and Insurance."

DR FARHANA KHAN
Association Professor and
Director
Islamic Finance, Banking and
Insurance (IFBI)
Eastern University