

Resume

Md. Masudur Rahman

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Objective:

A hardworking sales professional with strong believe in teamwork and continuous improvement of individual performance to ensure achievement of short term objectives and long term sustainable growth in the target market

Professional Experience:

Experience 1:

Mizuki Household Products Ltd.
Position: Assistant Sales Manager
Department: Sales & Marketing
Duration: 2nd May, 2021 to till now
Company Location: Dhaka

Experience 2:

Sharif Home Appliances Ltd
Position: Regional Sales Manager
Department: Sales & Marketing
Duration: 2nd May, 2016 to 30th April, 2021
Company Location: Dhaka

Experience 3:

Jamuna Electronics & Automobiles Ltd
Position: Area Sales Manager
Department: Sales & Marketing
Duration: 1st April, 2015 to 30th April 2016
Company Location: Dhaka

Experience 4:

My One Electronics Industries Ltd
Position: Manager (Home Appliances)
Department: Sales & Marketing
Duration: 1st February ,2014 to 31th March, 2015
Company Location: Dhaka

Job Responsibilities and Skills:

- Supervise field level sales Person
- Help setting monthly sales target and coordinate the team to achieve it
- Lead ZM,MO and service channel to establish control over retailers
- Monitor and support customer service activities within the distribution area
- Build trade relationship with retailer partners and establish control over trade
- Collection monitoring and implementation
- Keep the team members motivated as a team leader
- Ensure that individual and team sales target is achieved

Experience 5:

Epique Home Appliances Ltd

Position: Zonal In-Charge

Department: Sales

Duration: 1st November, 2011 to 30th January, 2014.

Company Location: Dhaka

Job Responsibilities and Skills:

- Supervise field level sales officers
- Help setting monthly sales target and coordinate the team to achieve it
- Distribution and supply chain management of the designated zone
- Lead TSO and service channel to establish control over retailers
- Monitor and support customer service activities within the distribution area
- Build trade relationship with retailer partners and establish control over trade
- Collection monitoring and implementation
- Keep the team members motivated as a team leader
- Ensure that individual and team sales target is achieved

Experience 6:

Akij Biri Factory Ltd

Position: Area Manager

Department: Sales & Marketing

Duration: 10th January, 2009 to 30th October 2011.

Company Location: Fultola, Khulna.

Job Responsibilities and Skills:

- To supervise field level sales persons
- To promote company brand in target market
- To help company set monthly sales target and coordinate sales persons achieve the same.
- Overall management of the sales and marketing operations of the designated territory

Educational Qualification:

M.Com. in Accounting Examination in 2007 (Held in 2009)
National University.
Result: Second Class

B.Com. (Honors) in Accounting Examination in 2005 (Held in 2007)
National University.
Result: Second Class

Higher Secondary School Certificate (HSC) Examination in 2001.
Cantonment Public School & College, Khulna.
Group: Commerce
Result: Second Division

Secondary School Certificate (SSC) Examination in 1999.
Adarsha Pre-Cadet & High School, Khulna.
Group: Humanity
Result: First Division

Field Specialization:

- Brand Promotion.
- Business Development.
- Concentration Durables Sales & Marketing.
- Customer Support/Client Service.
- Distribution/Supply Chain Management.
- Telecommunication Products & Service

Strengths and Attributes:

- Able to co-ordinate team work.
- Able to motivate team members under stressful situation.
- Able to learn and apply instruction quickly and effectively.
- Hard working, detail oriented, able to do multi-task.
- Enthusiastic and to learn more.

Computer Competency:

- Operating system: Windows XP, 2000, 98.
- Application Program: Microsoft word, Excel and PowerPoint.
- Internet: E-mail and Browsing.

Language Proficiency:

Have good written and verbal communication skill in English and Bengali.

Hobbies & Interests:

Swimming, Music, Browsing the internet, meeting people & exchanging view with them, Traveling etc.

Personal Details:

Father's Name : Md. Maniruzzaman
Mother's Name : Late, Maksuda Zaman
Date of Birth : 10th December, 1984
Gender : Male
Marital Status : married
Nationality : Bangladeshi
Religion : Islam
Permanent Address : Vill: Kharakandi; Post & Thana :Bhanga
District: Faridpur.

I declare that information given above is true & correct.



(Md. Masudur Rahman)