



RAHAT IBNE RAZ RASHU

Address: 'Bhuiyan Mansion', Januka Sing Road, Kawnia, Barisal Sadar, Barisal
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OBJECTIVE

To develop a challenging career in an organization that will provide a dynamic corporate environment to enhance my professional performance and excellence.

SKILLS & ABILITIES

Problem Solving,
Adaptability,
Collaboration,
Strong Work Ethic,
Time Management,
Critical Thinking,
Self-Confidence &
Handling Pressure.

EXPERIENCE (4.5 YEARS)

September
19,2016-
continuing

Territory Manager (Barisal), bKash Limited

Ensuring smooth implementation of territory business plans in assigned territory. Monitoring daily activities of distribution house like cash management, target vs. achievement according monthly target. Rolling out of new agent and developing existing agents. Ensuring long term & sustainable trade relationship, merchandising & best customer experience.

Areas of Expertise:

- Distribution Management
- Sales and marketing
- Strategic planning
- Strong Analytical and Financial skills

July 1,2015-
September
18,2016

Territory Executive (Patuakhali), Robi Axiata Limited

Achieving all sales and distribution target while reducing operation budget and maximizing all profitability. Giving utmost effort to achieve highest numeric reach, portfolio management and field visit with clear communication in the market.

Areas of Expertise:

- Sales, Marketing and merchandising.
- Planning, Budgeting and Executing
- Target Orientating
- Controlling and motivating field forces

January 1,2015-
March 31,2015

Intern, Al-Arafah Islami Bank Limited (Khulna)

- Account Opening
- Customer Support

EDUCATION

Master of Business Administration (MBA), Khulna University

Major: Finance & Banking

Status: Enrolled

Bachelor of Business Administration (BBA), Patuakhali Science and Technology University (2015)

Major: Finance & Banking

CGPA: 3.60 out of 4

Achievement: Dean's Merit Award

HSC, Al-Hajj Sarwar Khan Degree College (2009)

Major: Business Studies

CGPA: 5 out of 5

SSC, Dighalia M A Mazid Secondary School (2007)

Major: Business Studies

CGPA: 4.94 out of 5

COMMUNICATION

- Excellent written and verbal communication skills.
- Empathic listener and persuasive speaker.
- Presentation and negotiation skills.

PERSONAL DETAILS

Father's Name: Abdur Rashid Sardar

Mother's Name: Bakul Begum

Date of Birth: February 18,1992

Gender: Male

Marital Status: Married

Nationality: Bangladeshi

Religion: Islam

Permanent Address: Vill: Brammagati, P.S: Dighalia, P.O: Dighalia, Dist: Khulna

REFERNCES

Reference: 1

Name: Shahrukh Hasnine

Organization: bKash Limited

Designation: Regional Sales Manager

Mobile: 01755542556

Relation: Professional

Reference: 2

Name: Mohammad Shahjalal

Organization: Robi Axiata Limited

Designation: Regional Manager

Mobile: 01817180217

Relation: Professional