

## MOJAHIDUL ISLAM CHOWDHURY

Address: House #129, Road No # 10/7, "F" Block, (3rd floor) South Banasree, Rumpura, Dhaka, Rampura, Dhaka

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### **Career Objective:**

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills.

### **Career Summary:**

Increasing Bottom-Line Profitability through Business Development Strategies.

- . Twelve years' experience working in the ICT industry
- . Competent at managing responsibilities in a high-volume atmosphere
- . Skilled at interacting with customers of all socioeconomic backgrounds
- . Hard worker, quick learner, and ability to assume responsibility

### **Special Qualification:**

Communication, Network and Negotiation  
Leadership Skills  
Business Communication Skills  
Critical Thinking  
Project Management  
Social Media  
Analytical Skills

### **Employment History:**

**Total Year of Experience :** 13.5 Year(s)

#### **1. Business Development Manager ( June 5, 2018 - Continuing)**

##### **Arena Phone BD Ltd**

Company Location : Dhaka

Department: Sales & Marketing

##### **Duties/Responsibilities:**

- . Participation/Prepare Government and Enterprise Tenders.
- . Contributes to marketing effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- . Obtains market share by developing marketing plans and programs for each product; directing promotional support.
- . Maintains relations with customers by organizing and developing specific customer- relations programs; determining company presence at conventions, annual meetings, trade associations, and seminars.
- . Provides short- and long-term market forecasts and reports by directing market research collection, analysis, and interpretation of market data.
- . Develops new uses for existing products by analyzing statistics regarding market development; acquiring and analyzing data; consulting with internal and external sources.
- . Maintains research database by identifying and assembling marketing information.
- . Provides marketing information by answering questions and requests.
- . Achieves financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- . Completes marketing department operational requirements by scheduling and assigning employees; following up on work results.
- . Maintains marketing staff by recruiting, selecting, orienting, and training employees.

- . Maintains marketing staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- . Develops marketing staff by providing information, educational opportunities, and experiential growth opportunities.
- . Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- . Contributes to team effort by accomplishing related results as needed.

## **2. Clint Support Manager ( February 11, 2014 - June 3, 2018)**

### **Arena Phone BD Ltd**

Company Location : Dhaka

Department: Sales & Marketing

#### **Duties/Responsibilities:**

- . Accomplishes marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- . Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining system improvements; implementing change.
- . Meets marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- . Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions; projecting expected sales volume and profit for existing and new products; analyzing trends and results; establishing pricing strategies; recommending selling prices; monitoring costs, competition, supply, and demand.
- . Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
- . Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
- . Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development.
- . Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
- . Provides information by collecting, analyzing, and summarizing data and trends.
- . Protects organization's value by keeping information confidential.
- . Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- . Accomplishes marketing and organization mission by completing related results as needed.

## **3. Manager ( January 4, 2012 - February 10, 2014)**

### **WEBNS Technology Ltd**

Company Location : Dhaka

Department: Marketing

#### **Duties/Responsibilities:**

Lead the sales team.

Fixed annual sales budget.

Fixed annual sales target.

Maintain service support team.

Find out customer requirement.

Set yearly sales planning.

Work as a project manager for software development as per customer requirement.

Sale ERP (special for pharmaceuticals & FMCG), Mobile app's for Sales & Distribution, Data cloud system, HR & pay roll system, General Accounting software, POS software, sales & distribution software etc.

Maintain daily, weekly, monthly sale team reporting.

Visit the corporate customers regularly.

Recommend products to customers, based on customers' needs and interests.

Effectively working alongside other departments to ensure integrated approach to customer.

4. **Manager ( June 1, 2009 - December 31, 2011)**

**Numeric Solution Ltd**

Company Location : Nekiton, Gulshan-1, Dhaka

Department: Sales & Marketing

**Duties/Responsibilities:**

Sale ERP, CRM, Cloud Service, Mobile Application etc.

Monthly sales planning software and hardware.

Yearly marketing planning.

Product pricing.

Lead the sales team.

LC monitoring for product import.

Communicating with Corporate Houses and represent the organization to corporate customers.

Convincing customers regarding corporate services.

Visiting the corporate clients on regular basis.

Meeting the regular sales target as well as the team target set by the management.

Recommend products to customers, based on customers' needs and interests.

Effectively working alongside other departments to ensure integrated approach to customer.

Preparing daily, Weekly Monthly & ad-hoc reports according to business requirements

5. **Sr. Executive ( July 1, 2007 - May 30, 2009)**

**Agni Systems Ltd**

Company Location : Gulshan, Dhaka

Department: Corporate sales

**Duties/Responsibilities:**

Communicating with Corporate Houses and represent the organization to corporate customers.

Convincing customers regarding corporate services.

Visiting the corporate clients on regular basis.

Meeting the regular sales target as well as the team target set by the management.

Recommend products to customers, based on customers' needs and interests.

Effectively working alongside other departments to ensure integrated approach to customer.

Preparing daily, Weekly Monthly & ad-hock reports according to business requirements

**Academic Qualification:**

Exam Title	Concentration / Major	Institute	Result	Pas.Year	Duration
Master of Business Administration (MBA)	Marketing	BGC Trust University Bangladesh, Chittagong	CGPA:3.32 out of 4	2012	1 Year
Bachelor of Business Administration (BBA)	Marketing	BGC Trust University Bangladesh, Chittagong	CGPA:3.46 out of 4	2007	4 year
HSC	Commerce	Govt. City Collage, Chittagong	Second Division, Marks :50%	2002	2 year
SSC	Humanities	CPA Boys High School, Chittagong	Second Division, Marks :60%	1999	-

### **Training Summary:**

Training Title	Topic	Institute	Country	Location	Year	Duration
Motorola ADC Training	Advanced Data Capturing for Motorola Mobile Computer Device.	Motorola	Singapore	Singapore	2013	3 Days
Brand Marketing	Brand Marketing Tools & Technique	Prothom-alo job`s training	Bangladesh	Dhaka	2012	3 days
CDBL	CDBL Operation	Securities & Exchange Commation	Bangladesh	Dhaka	2008	7 Days

### **Career and Application Information:**

Preferred Job Category : Commercial/Supply Chain, IT/Telecommunication, Marketing/Sales  
Looking For : Mid-Level Job  
Available For : Full Time  
Present Salary : Tk. 80000  
Expected Salary : Tk. 100000  
Preferred District : Anywhere in Bangladesh.  
Preferred Country : Afghanistan, United Arab Emirates, United Kingdom, United States  
Preferred Organization Types : Investment/Merchant Banking, Telecommunication, Software Company, ISP, Multinational Companies, Direct Selling/Marketing Service Company, Overseas Companies, Group of Companies

### **Specialization:**

Fields of Specialization
<ul style="list-style-type: none"><li>• Corporate Marketing</li><li>• Business Development</li><li>• Customer Support/ Client Service</li><li>• Distribution/ Supply Chain Management</li><li>• IT &amp; Software Marketing</li><li>• Software Project Management</li></ul>

**Extra-Curricular Activities:**

Exploring new websites, watching cricket, reading books, attending Seminars, listening music and various social works, especially Photography.

**Language Proficiency:**

Language	Reading	Writing	Speaking
Bangla	High	High	High
English	Medium	Medium	High

**Personal Details :**

Father's Name : Hamedur Rahman  
Mother's Name : Rasheda Begum  
Date of Birth : January 1, 1983  
Gender : Male  
Marital Status : Married  
Nationality : Bangladeshi  
Religion : Islam  
Permanent Address : House #129, Road No # 10/7, "F" Block, (3rd floor) South Banasree, Rumpura, Dhaka, Rampura, Dhaka  
Current Location : Dhaka

**Reference (s):**

Name : Md. Ahamed Noor Fahad  
Organization : T.K Group Ltd  
Designation : Manager  
Address : Agrabad Branch, Chittagong  
Mobile : 01674611615  
Relation : Professional