

MD. RAKIBUL HAKIM

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Career Objective:

Consistent performer, results-driven and highly-motivated Sales Manager with more than **3 years'** experience helping companies achieve record-setting sales quotas. Looking to utilize profound skills in sales and marketing, human relations and customer management to actualize the company's sales goals.

Work Experience:

Truck Lagbe Ltd.

Aug 2018 – Jan 2020

Team Lead | Business Solution Team

Responsibilities:

1. Creating market opportunity through direct hunt and market visit
2. Developing new clients and maintaining good relationship with existing clients
3. Preparing sales action plans and strategies
4. Developing sales proposals
5. Lead sales team

Achievements:

1. Highest app download as a team leader
2. Highest express trips done from SME
3. Market place planning initiative
4. Trained and developed a team of twenty new field sales executives who achieved an average of 120% of their trip targets within their first three months

Zero Gravity Ventures Ltd.

Apr 2017 – Aug 2018

Executive | Sales & Business Development

Responsibilities:

1. Identifying new sales leads
2. Pitching products and services
3. Maintaining fruitful relationships with existing customers
4. Researching the needs of other companies and learning who makes decisions about purchasing
5. Contacting potential clients via email or phone to establish rapport and set up meetings

Achievements:

1. Best salesman in a month
2. Handled big corporate companies and bank

GOBDGO

May 2016 – Apr 2017

Team Leader | Business development executive

Responsibilities:

1. Provide consulting to corporate & non corporate clients about international travel services

2. Generate sales volume with air tickets, tour packages & visa services
3. Plan, execute & manage international tour packages for Corporate & FIT clients
4. Maintain communication with clients

Achievements:

1. Highest tour package sale
2. Get promoted as a team leader within 3 months
3. Lead a team and achieved target consecutive 4 months
4. Get awarded for selling most international tour packages

Educational Background

MBA in Marketing | BRAC University | 2016 – 2018

CGPA: 2.90 out of 4.00

Bachelor of Science (B.Sc.) in Electronic and Communication Engineering | BRAC University

CGPA: 3.28 out of 4.00 | Year: 2015

HSC | Science | Bangladesh MHM School & College, Qatar | GPA – 3.90 | Year – 2008

SSC | Science | Bangladesh MHM School & College, Qatar | GPA – 3.60 | Year – 2006

Achievement

- Δ Certificate for CCNA1
- Δ Gold medalist volunteer of ASIA 2006 in Qatar
- Δ Runners up in debate competition (BMHMSC)
- Δ Runners up in Quran recitation competition (BMHMSC)
- Δ Several medals in Football, Rally race, Shot-Put, Discuss throw, Volley-Ball, Table-Tennis and Basketball.
- Δ Champion in several Football competitions in BRAC University.

Extra-curricular activities

- Δ Working experience with Entrepreneur Development Forum (EDF)
- Δ Working experience with BRAC University Football Club.
- Δ Organizer in School Science Exhibition 2007.
- Δ Scouts, Bangladesh MHM School & College.

Language Skills

- Δ Excellent communication skill both in Bengali, English and Hindi.
- Δ Excellent writing skill both in Bengali and English.

Computer Proficiency

- Δ Operating system: Ubuntu, Windows 7, 8, XP
- Δ Program: MS – Office, C++, Matlab, Java, PSpice, Packet Tracer.
- Δ E-mail and internet communication.

Training and Projects

- Δ Residential semester BRAC University Year: 2011
- Δ Thesis paper: Wireless vehicular communication system.
- Δ Projects: 1. Temperature Control | 2. Water level measurement.

Interest

- Δ Playing Football, Volleyball, Table-Tennis, Badminton
- Δ Hobbies – Photography, Travelling, Watching movies.

Personal Detail

- Δ Father: MD. TOSADDEQUE HOSSAIN
- Δ Mother: MOSAMMAT NASRIN SULTANA
- Δ Date of birth: 21-4-1991
- Δ Marital status: Married

Personal Information

Flat#1A, House#8, Road#32/A, Sector#7
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Reference

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