

## MD. ALI AKBAR PALASH

Address: House:25, Road:12, Sector: 14, Uttara, Dhaka, 1230, Uttara, Dhaka

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### Career Objective:

To enhance my working capacity, professional skill, business efficiency for serving my organization in the best possible way with strong determination, commitment and work for an organization which provides me the opportunity to improve my skills and knowledge to growth along with the organization objective.

### Special Qualification:

Excellent Communication skill to present points precisely and clearly. Good problem-solving ability and analytic skill to solve the problem efficiently. Good team player and have excellent interaction skill to coordinate and work within a team.

### Employment History:

**Total Year of Experience:** 3.8 Year

**Area:** Sales & Marketing

#### 1. Sr. Executive: Sales & Business Development (September, 2019 - Continuing)

##### **Intertek Bangladesh Ltd.**

Company Location: Dhaka

Department: Marketing & Sales

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

1. Managing portfolio of accounts, explore for opportunity to achieve sales targets periodical, individual and group sales target. Involve in all activities to ensure the establishment of brand.
2. Ensure good understanding of customer requirements & current market information. And build and maintain strong, long-lasting customer relationships.
3. Develop a trusted advisor relationship with key customer stakeholders.
4. Ensure the timely and successful delivery of our solutions according to customer needs.
5. Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders.
6. Forecast and track key account metrics. And Identify and grow opportunities within the assigned market.
7. Responsible for credit collection with the finance team
8. Make daily field visits to customers to retain existing business, increase volume and pursue new customers.
9. Preparing monthly basis report and presentation
10. Problem solving & conduct frequent analysis on market price variation and set up. Assist supply chain to ensure timely delivery of goods

#### 2. Executive: Marketing & Sales (February, 2017 – August, 2019)

##### **YKK Bangladesh Pte Ltd.**

Company Location: Dhaka

Department: Marketing & Sales

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

1. To give information to customer about our services and their queries over phone or in physical.
2. To ensure timely sample log-in and to organize the sample pick-up and delivery to customer and coordinate with the factory personnel to submit the order for production.
3. To maintain subcontract order database & send subcontract order to overseas lab through courier.
4. To maintain strict confidentiality of customer's information and test result and maintain friendly and smiling attitudes, social and open minded with all customers and colleagues.
5. To provide information as required by the department Heads & perform any task assigned by Managements

**Academic Qualification:**

Exam Title	Concentration / Major	Institute	Result	Pas.Year
MBA	Marketing	IBA, Jahangirnagar University	CGPA:3.05 out of 4	2018
BBA	Marketing	Khulna University	CGPA:3.03 out of 4	2013
HSC	Science	Khulna Public College	CGPA:4.40 out of 5	2007
SSC	Science	Boyra Dak Bivagiyo High School, Khulna	CGPA:4.94 out of 5	2005

**Personal Details:**

Father's Name : Md. Yousuf Ali khan  
Mother's Name : Nurjahan Begum  
Date of Birth : March 20, 1990  
Gender : Male  
Marital Status : Married  
Nationality : Bangladeshi  
National Id No. : 5966635301  
Religion : Islam  
Permanent Address : Khan Vila, R/A KDA, Boyra, Khalishpur, Khulna  
Current Location : Dhaka

**Reference:**

Refernce#1		Reference#2	
Name	: Md. Jasim Uddin khan	Name	: Refat Ahmed
Organization	: Bangladesh Police	Organization	: YKK Bangladesh Pte Ltd.
Designation	: Inspector	Designation	: Manager
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