

MOHAMMAD ATIKUR RAHMAN (Atik)



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Eternal Fabiola, Chandranagar Society, Bayezid, Chittagong



KEY SKILLS

Honest and Disciplined
Organizational know-how.

Active listening
Interpersonal skills

Leadership experience.
Management skills.

Communication skills.
Problem-solving abilities



Career objective

Ambitious and self-motivated individual with 8 years of professional experience, excellent knowledge of academic and professional trainings, seeking specialized area to work diligently and intellectually to maximize the organization's revenue.



Employment History

- April 2022- Continuing
- Manager- B2B Sales (Marine)



RANKS PETROLEUM LIMITED

- July 2018 – March 2022



PORTLAND GROUP

Assistant Manager
Marine Lubricants Specialist
Shell Marine Lubricants
Concern of Portland Group

- October 1, 2015- June30, 2018



শেখ মুজিব থেকে শিখারো

Senior Officer
Brand & Communication
KSRM Steel Plant Ltd.



Academic Qualification

2014

MBA, Finance

University of Chittagong

2013

BBA, Finance

University of Chittagong

2006

HSC

Haji Mohammad Mohsin College
Chittagong

2004

SSC

Govt. Muslim High School
Chittagong



Skills & Specialization

Computer Skills:

- Microsoft Excel: High
- Microsoft Word: Advance
- Microsoft Power Point: Advance
- Browsing: Advance

Language:

English Speaking: High Proficiency
English Writing: High Proficiency
English Listening: High Proficiency

Bangla: Native

Others:

Presentation: Professionally skilled

Current Job:**Manager (April 2022 – Continuing)****Ranks Petroleum Limited**

Macro Distributor of Shell Lubricants in Bangladesh

Company Location: Dhaka, Bangladesh

Department: B2B Sales

Job Responsibilities:

1. Develop Marine sales with proper strategy.
2. Short & long-term planning (Monthly, Quarterly & Annually) for achieving the value & volume target as set by the organization.
3. Drive Sales Team to implement sales strategies.
4. Analyze daily, weekly & monthly report and take corrective measures to achieve the team goal.
5. Frequently client visit for business growth and development.
6. Strict and focused on targets and achievements.
7. Perform the demonstrations of "Value Sales".
8. Close collaboration with Supply Chain Team to prepare the Product Demand Planning and to ensure product availability on time.
9. Communication with Shell Regional Team.

Previous Experiences:**Assistant Manager (July, 2018 – March, 2022)****Portland International (BD) Ltd.**

Marine Distributor of Shell Marine, Bangladesh

Company Location: Chittagong

Department: Foreign Sales & Business Development

Duties/Responsibilities:

1. Function: Market Development in Local and Foreign
2. Proactively identify new business opportunities for Marine Lubricants.
3. Work closely with product and marketing departments of Foreign Principal to ensure all sales opportunities are maximized.
4. Work with key personnel to ensure all business opportunities for Marine are managed professionally and new opportunities are maximized.
5. Developing and maintaining strong relationships with key business partners and keeping customer records.
6. Stay up to date with all industry trends, issues and news.
7. Design an effective system of reporting on existing and new business opportunities.
8. Deliver strong mentoring of the business development team.
9. Providing pre-sales technical assistance and product education.
10. Providing after-sales support service like technical back up as required.
11. Analyzing costs and sales
12. Meeting regular sales target and coordinating sales projects.

Reporting: Director, Business Development (lubricant) and Shell marine Regional Manager in Singapore

Senior Officer (October 1, 2015 - June 30, 2018)**KSRM Steel Plant Ltd.**

Company Location: Chittagong

Department: Brand & Communication

Duties/Responsibilities:

1. Overseeing the Brand Finance.
2. Managing the budget for advertising and promotional items.
3. Competitor and customer insights analysis.
4. Assisting analysis of sales forecasts and relevant financials and reporting on product sales.
4. Corporate Presentation.
5. Coordinating Corporate Events.
6. Overseeing the e-Branding (Website, Social Media, Online newspaper etc.)
7. Coordinating Articles & other Publication materials
8. Assisting with product development, pricing and new product launches as well as developing new business opportunities
9. Creating and managing promotional collateral to establish and maintain product branding.
10. Assisting departmental head on Brand strategy, including the setting of style guides, brand guidelines, brand vision and value proposition for short as well as long term.

Personal Details

Father: Late Mohammad Karim Ullah Chowdhury
Mother: Nur Nahar Begum
DOB: 2 May, 1988
Marital Status: Married
Religion: Islam
Permanent Address: Hafej Kutir, Katir Hat, Hathazari, Chittagong, Bangladesh

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration	Achievement
Master of Business Administration (MBA)	Finance	University of Chittagong	CGPA:3.48 out of 4	2015	1	Excellence in majority courses
Bachelor of Business Administration (BBA)	Finance & Banking	University of Chittagong	CGPA:3.54 out of 4	2014	4	Excellence in majority courses
HSC	Business Studies	Govt. Haji Mohammad Mohsin College, Chittagong	CGPA:4.9 out of 5	2006	2	Excellence in majority courses
SSC	Business Studies	Government Muslim High School Chittagong	CGPA:4.56 out of 5	2004	1	Excellence in majority courses

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Internship	Corporate Social Responsibility	Public and Private Institution	Bangladesh	Chittagong	2014	6 Month
Industrial Tour	Contribution of Garment Sector in Bangladesh	Garment industry	Bangladesh	Chittagong	2013	6 Month
Term Paper	Financial Performance of IFIC Bank Ltd.	IFIC Bank Ltd	Bangladesh	Chittagong	2012	6 Month

I do hereby declare that all the information given above is true to the best of my knowledge and belief.



Signature

