

MOHAMMED HASANUL KARIM

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Career Objective:

To work as challenging position in a growth oriented organization and achieve the organizational goal providing by best effort.

Self Assessment:

- Strong motivation and commitment for work.
- Endurance to work for long hours and under pressure.
- Ability to work independently as well as a team member.
- Commendable communication and presentation skills.
- Eagerness to learn anything new and flair to travel in pursuit of knowledge.
- Sincere, hard working and Self-motivated, Having positive attitude towards works with a good interpersonal skill.

Employment History:

1.Territory In- Charge (January 1,2018 – February 29,2020)

A. K. Khan Telecom Ltd.

Company Location: Batali Hills,Chittagong 4000,GPO Box:223

Duties/Responsibilities:

Sales target distribution among the beat and DSR
Follow up the dealer's every day target Vs. Achievements
Ensure dealer's floor stock
Prepare/ assist beat wise journey plan
Update and coding beat wise POS list
Ensure dealer's day sales entry (core date) in ERP and SAP system through him
Ensure POS wise product availability.
POP material distribution to POS by DSR
Motivate DSR and increase their productivity
Price monitoring
Strictly maintain dealer's area demarcation
Frequently visit to POS
Solve trade queries and build up relationship
Report to Territory sales Executive/Territory in charge
Competitors information like POS coverage, Sales and comments on local activity and market response.

2. DSA (January 2, 2017 – December 31,2017)

RAK Paints Ltd.

Company Location : RAK Paints Bangladesh House# 5(3rd Floor), Road# 1/A, Sector# 4, Uttara,Dhaka-1230, Bangladesh.

Department: Marketing

Duties/Responsibilities:

100% field oriented job and has to move door to door to crack ultimate customers. To upgrade themselves with technical understanding of products in a continuous way. To focus on new Customer & Clients Responsible for achieving the team agreed business & achievement of sustainable trade value & volume. To Create new avenues, establishing, maintaining dealers & others customers. To generate sales volume from the existing and creating new customers.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
Master of Laws (LL.M.)	LL.M	International Islamic University Chittagong	CGPA: 3.15 out of 4	2017	1
Bachelor of Laws (LL.B.)	LL.B	International Islamic University Chittagong	CGPA: 2.83 out of 4	2016	4
HSC	Business Studies	Nazirhat College	CGPA: 3.20 out of 5	2012	2
SSC	Business Studies	Daulatpur A.B.C. High School	CGPA: 3.50 out of 5	2010	2

Computer skills:

Operating System : Windows 7.
Office Suite : MS Word, MS Power Point.MS Excel
Internet : Internet browsing, E-mail etc.

Communication skills:

- Have strong communication and interpersonal skills.
- Capable of working in a team as well as independently.

Workshop and Training:

Participated in a workshop on Career Planning and Career Vision.

language proficiency:

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

Personal Details :

Father's Name : Mohammed Sale Johor
Mother's Name : Samima Akter
Date of Birth : 25, Dec, 1992
Gender : Male
Height : 5'6"
Marital Status : Unmarried
Nationality : Bangladeshi By Birth
Religion : Islam
Permanent Address : Vill:East Forhadabad,P.O:Nazirhat, P.S:Fatickchari, Dist: Chittagong.
Current Location : Chittagong

Reference (s):

<u>Reference: 01</u>		<u>Reference: 02</u>	
Name	: Md. Ridwan goni	Alamgir Mohammad Younus	
Organization	: International Islamic University Chittagong	Social Islami Bank Ltd.	
Designation	: Assistant professor	Panel Lawyer	
Address	: Hathazari fatehabad,chittagong	Sherang Ali Bari,Nazirhat,Fatickchari,chittagong	
Phone (Off.)	:		
Phone (Res.)	:		
Mobile	: 01819612965	01819108845	
E-Mail	: ridwan_justice@yahoo.com	alamgirmohammadyounus@gmail.com	
Relation	: Academic	Relative	

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

Signature.....Hasanul karim