

MD.HABIBUZZAMAN

Address: Flat # 4-E, 23500 PRB Akhter Maleka Garden, Mazar Chowrasta, Uttar Khan, Dhaka
 Primary Mobile No: 01711364134
 Primary Email : habibuzz@gmail.com



Career Objective:

Secure a responsible career opportunity to fully utilize my experiences, training and interpersonal skills to make a significant contribution to the success of the company that focuses on customer satisfaction and customer experiences

Career Summary:

16+ years experiences in the line of Marketing & Sales

Special Qualification:

Corporate Sales, Distribution Sales, Retails sales, Business Development, Trade merchandising, Branding

Employment History:

Total Year of Experience : 17.5 yrs

1. Sr. Manager-Sales and operation (1.4 yrs)

(September, 2021 - Continuing)

Delixi Homelc Bangladesh Ltd

Maghbazar, Dhaka

Area of Expertise

Business Expansion (0.2 yr), Corporate Marketing Sales (0.7 yr), Operation (0.7 yr)

Duties/Responsibilities

1. Dealer Channel setup
2. Dealer Management .
3. Retail Sales
4. Corporate Marketing
5. New market expansion
6. Digital Marketing and create new client from this source.
7. Assist concern department for branding & promotion
8. Sales Team setup and supervise
9. Sales Operation

2. Deputy Manager (2.4 yrs)

(October, 2018 - March, 2021)

MEP Group

Dhaka

Area of Expertise

Corporate Marketing (2.4 yrs)

Duties/Responsibilities

1. Corporate marketing & Sales.
2. New areas expansion
3. Credit Management
4. Find outs competitor activities.
5. Sales team operations
6. Digital & online Marketing activities

3. Assistant Manager (Corporate Marketing) (1.3 yrs)

(May, 2017 - September, 2018)

Paradise Cables Limited

Dhaka

Area of Expertise

Business Development (0.7 yr), Corporate Marketing (0.7 yr)

Duties/Responsibilities

1. Corporate marketing & Sales.
2. New areas expansion
3. Credit Management
4. Find outs competitor activities.
5. Sales team operations
6. Digital & online Marketing activities,

4. Assistant Sales & Marketing Manager (2.1 yrs)

(March, 2015 - April, 2017)

Paradise Engineering Ltd (An Energy Meter manufacturing Company)

Dhaka

Area of Expertise

Corporate Marketing (0.7 yr), Dealer development (0.7 yr), Dealer Sales (0.7 yr)

Duties/Responsibilities

1. Create New customer & Dealer.
2. Manage Dealer
3. Due Collection
4. Providing Customer Service.
5. Market Survey
6. Promotional activities
7. Competitors activities.
8. Digital & online Marketing activities

5. Senior Executive (6.9 yrs)

(March, 2008 - February, 2015)

Paradise Cables Ltd.

Dhaka

Area of Expertise

Corporate (6.7 yrs), Marketing (3.3 yrs), Sales (3.3 yrs)

Duties/Responsibilities

1. Corporate Marketing & Sales.
2. New areas expansion
3. Credit Management
4. Find outs competitor activities.

6. Business Development Officer (Contractual)-Joypurhat Zone (1.2 yrs)

(December, 2006 - March, 2008)

Orascom Telecom Bangladesh Ltd. (Banglalink)

Dhaka

Area of Expertise

Business Development (0.4 yr), Marketing (0.4 yr), Sales (0.4 yr)

Duties/Responsibilities

1. Manage distributors activities.
2. Create and manage corporate client
3. Solving their problems and improves relation and finally achieving sales target by selling products (Connections/Subscriptions), Documentation.
3. Providing Customer Service,
4. Market Survey on Market feedback upon the product.
5. Develop & Manage Trade marketing activities like providing poster, banners, shop sign, billboards etc

7. Medical Information Officer (Sales Dept) (1 yr)

(June, 2002 - June, 2003)

Novartis Bangladesh Ltd

Dhaka

Area of Expertise

Business Development (0.3 yr), Marketing (0.3 yr), Sales (0.3 yr)

Duties/Responsibilities

1. Retail & Corporate Sales
2. Communication with Doctors & Pharmacist
3. New Market expansion.

8. Project Supervisor (0.4 yr)

(July, 2001 - December, 2001)

Bangladesh Rice Research Institute

Rajshahi

Area of Expertise

Data Analysis (0.1 yr), Field Supervisor (0.1 yr), Research Support (0.1 yr)

Duties/Responsibilities

Supervise to collect sample from and estimate ratio by statistical analysis of seith blight disease of Rice

Academic Qualification:

| Exam Title | Concentration/Major | Institute | Result | Pas.Year | Duration | Achievement |
|---|---|--|--------------------|----------|----------|---|
| Master of Business Administration (MBA) | Marketing | Asian University of Bangladesh | CGPA:3.85 out of 4 | 2005 | 2 Years | Achieve Scholarship for good academic results. |
| Master of Science (MSc) | Botany/Environmental Science/Limnology (Thesis Group) | University of Rajshahi | First Class | 2001 | 1 Years | Achieve Scholarship for good academic results. |
| B.Sc. (Hons) | Botany | University of Rajshahi | Second Class | 1999 | 3 Years | Achieve Scholarship for academic results. |
| HSC | Science | Rajshahi Education Board (Rajshahi Collage) | First Division | 1994 | 2 Years | - |
| SSC | Science | Rajshahi Education Board (Rajshahi Collegeiate School) | First Division | 1992 | 2 Years | Achieve Star marks and LETTER Marks in the Examination. |

Training Summary:

| Training Title | Topic | Institute | Country | Location | Year | Duration |
|----------------------------|---|--|---------------------|----------|------|----------|
| Leadership Skill Course | Leadership Techniques and impliments | Ghoori Learning | Bangladesh | Dhaka | 2021 | 15 Days |
| Expenses Management System | Internal Expense Management | Internal | Paradise Cables Ltd | Dhaka | 2018 | 2 Days |
| ERP Application | ERP Application on Marketing,Sales, Create & maintenance customers database etc | IT Department- Paradise Cables Limited | Bangladesh | Dhaka | 2013 | 5 Days |
| Effective Sales Techniques | Marketing, Sales, Consumer / Customer behaviour & how to handle them | Paradise Cables Limited | Bangladesh | Dhaka | 2010 | 1 Day |
| Novartis Call Excellence-1 | Coustomer dealing | Novartis Bangladesh Limited | Bnagladesh | Dhaka | 2002 | 4 Days |

Professional Qualification:

| Certification | Institute | Location | From | To |
|---|-------------------------|---------------------|-------------------|----------------|
| Professonal course on Wedding Photography | 10 Minutes School | Dhaka | June 22, 2021 | July 5, 2021 |
| Crash Course on Facebook Marketing | Turtle Turn Bd Ltd | Dhaka | June 15, 2021 | July 4, 2021 |
| Basic Photography Course | Ghoori Learning | Dhaka | June 1, 2021 | June 20, 2021 |
| Mobile Photography Course | Ghoori Learning | Dhaka | February 22, 2021 | March 6, 2021 |
| Diploma in Computer Application | Gistech Computer Center | Rajshahi University | January 1, 2000 | April 30, 2000 |

Career and Application Information:

| | |
|------------------------------|---|
| Looking For | : Top Level Job |
| Available For | : Full Time |
| Preferred Job Category | : Marketing/Sales |
| Preferred District | : Chattogram, Dhaka, Rajshahi |
| Preferred Organization Types | : Market Research Firms, Travel Agent, Direct Selling/Marketing Service Company, Electronic Equipment/Home Appliances, Medical Equipment, Electric Wire/Cable |

Specialization:

| Fields of Specialization | Description |
|---|--|
| <ul style="list-style-type: none"> • Business Development • Corporate Marketing • Customer Support/ Client Service • Distribution/ Supply Chain Management • Pharmaceutical/ Medical Marketing • Fan Cables • Retail Sales • Online Marketing | Computer skills in MS office, E-Commerce, Internet |

Extra Curricular Activities:

Playing and watching Games esp. Cricket, Football, Reading Books, Traveling, Watching Movies

Language Proficiency:

| Language | Reading | Writing | Speaking |
|----------|---------|---------|----------|
| Bangla | High | High | High |
| English | High | High | High |
| Arabic | Low | Low | Low |
| Hindi | Low | Low | Medium |

Personal Details :

Father's Name : Dr.Md.Hasanuzzaman
 Mother's Name : Ms.Rebeca Zaman
 Date of Birth : August 23, 1977
 Gender : Male
 Height (Meter) : 1.75
 Weight (Kg) : 0
 Marital Status : Married
 Nationality : Bangladeshis
 National Id No. : 8192212232288
 Religion : Islam
 Permanent Address : Ho#F-232/187, Master Para, Shaheb Bazar, Rajshahi-6000, Rajshahi Sadar, Rajshahi Sadar, Rajshahi, Boalia, Rajshahi
 Current Location : Dhaka
 Blood Group : O+

Reference (s):

| | | |
|--------------|-------------------------------------|---|
| | Reference: 01 | Reference: 02 |
| Name | : Uttam Kumar Biswas | AKH Akhtaruzzman |
| Organization | : Eastern Motors Ltd (Uttara Group) | Dhaka Electric Supply Company Ltd (DESCO) |
| Designation | : General Manager -Operations | Executive Engineer -Planing |
| Address | : Tejgaon , Dhaka. | RDA Bhaban 3rd Floor, Khilkheth, Dhaka |
| Phone (Off.) | : | |
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| E-Mail | : | shamim.ressa@gmail.com |
| Relation | : Professional | Relative |