

Mr. ROKIB UDDIN

**1592, (Sarkar Villa), Paterbagh, South Dania,
Kadomtoli, Dhaka-1236**

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OBJECTIVE:

To work in a challenging environment with the preference of my knowledge and capabilities by working in a dynamic organization that prides itself in giving substantial responsibility to new talent and I would like to establish by myself.

WORK EXPERIENCES:

1. Organization: Ecourier Ltd.

Position: Territory Sales Manager

Franchise Operation

Duration: 13th October 2018 to Continue.

Responsibilities:

- Maintain and Monitor the daily operations of large parcel delivery
- Maintain the Vehicle management for delivery.
- Establishing the improvement of smooth delivery process.
- Maintain Franchise operation of assigned region.
- Coordinate all support for the franchises.
- Ensure smooth parcel delivery management to the customer and merchant (in case of cancel parcels)
- Frequent visit to the franchises for maintaining good relationship and flawless service.

2. Organization: Rancon Electronics Ltd.

Position: Area Manager

Duration: 2nd January 2018 to 30th September 2018.

Responsibilities:

- Maintaining and increasing the sales of dealers.
- Reaching the targets and goals set for the area.
- Establishing, maintaining and expanding dealer base.
- Servicing the needs of existing dealers.
- Increasing business opportunities through various dealers to market
- Setting sales targets for individual reps and the team as a whole
- Developing sales strategies and setting targets.
- Maintain the coordination between dealers and technicians.
- Ensure timely product availability to the dealers.
- Attend query and criteria for make sure about increased service level high.

3. Organization: Walton

Position: Area Manager

Duration: 5th May-2016 to 31st Dec 2017.

Responsibilities:

- Maintaining and increasing the sales of Showrooms.
- Reaching the targets and goals set for the area.
- Establishing, maintaining and expanding showroom sales base.
- Monitor the internal activities of different showrooms.
- Increasing business opportunities for different showrooms to market
- Setting sales targets for individual reps and the team as a whole
- Developing sales strategies and setting targets
- Monitoring team's performance and motivating them to reach targets
- Compiling and analyzing sales figures
- Dealing with the major dealers.

4. Organization: Citycell

Position: Executive (Territory Sales Manager)

Duration: 1st Dec-2013 to 4th May-2016.

Responsibilities:

- Analyze and interpret financial and sales records.
- Research and develop marketing activities.
- Meet weekly sales goals.
- Manage interpersonal relationships.
- Train the sales force.

SKILLS & COMMUNICATIONS:

- Good communication skill
- Goal oriented
- Creative Team Leadership
- Flexible
- Hard working, diligent and honest
- Ability to evaluate and improve personal performance
- Able to prioritize and handle multiple responsibilities
- Ability to maintain service excellence
- Decision making capability
- Good interpersonal skill
- Proficient in both English and Bengal

COMPUTER KNOWLEDGE:

- Windows, M/S Office Application, E-Mail Browsing, Software Knowledge.

EXTRA CURRICULAR ACTIVITIES:

- Worked as a member of East West University Business Club (EWUBC)

ACADEMIC BACKGROUND:

Masters of Business Administration

University of Dhaka

Passing Year: 2015

Result: 3.54 (out of 4.00)

Concentration Area: Tourism & Hospitality Management

Bachelors of Business Administration

East West University

Graduation Date: December-2012

CGPA: 2.94 (Out of 4.00)

Concentration Area: Marketing

Higher Secondary Certificate, 2007

Dania College

Group: Business Studies, Dhaka Board

CGPA: 4.40

Secondary School Certificate, 2005

A.K High School & College

Group: Business Studies

CGPA: 4.19

PERSONAL INFORMATION:

Father's Name	: Late Sharif Uddin
Mother's Name	: Sayada Begum
Nationality	: Bangladeshi
Religion	: Islam
Blood Group	: B positive (B+)
Marital status	: Married
Permanent address	: 1592, (Sarkar Villa), Paterbag, South Dania, Kadomtoli, Dhaka-1236

REFERENCE:

AKM Amdad

Head of IT

Jamuna Group

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S.M Adnan Talukder

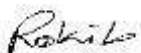
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Regards,



Md. Rokib Uddin