***Resume ***

***of***

**md. ashraful alam**

**House # 30, Road # 06, Merul Badda DIT Project, Badda, Dhaka-1212**

**Cell: 01717602885, E-mail: sajalmkt@gmail**[**.com**](mailto:kaiserhossainkhan@yahoo.com)

**Vision**

Preparing myself for the future challenges and to solve the problem instantly through the knowledge I got from the reality and my Educational Institutes. My determination, hard- work, punctuation and co-ordination would be the logical consequences and main targets to fulfill my vision.

**Work History**Currently Working as ***Executive-sales of Coca-Cola (International Beverages Private Ltd.)*** at “Mirpur territory”from 1st August 2016.

Worked as ***Territory sales officer*** of ***Bangladesh Edible Oil Limited*** at “Sherpur-Jamalpur territory” from 23rd November,2014 to 25th July 2016.  
  
**Key Achievements**   
  
Got ***Promotion*** in first full year of Job tenure at IBPL from officer-sales to ***Executive Sales***.  
  
Awarded as ***Best T.S.O of Bangladesh Edible Oil Ltd 2015*** in terms of Sales Volume and Growth. **Job Responsibility**

* Achieving the brand wise sales & value targets.
* Agreeing sales, prices, contracts and distributor’s payments.
* Frequently market visit and find the proper way for enhancing sales and merchandise goods and motivating sales teams.
* Recording orders and sales of the day and send it details to regional head office.
* Giving feedback on sales trend.
* Increasing the market coverage and distribution in assign territory.
* Analyzing performance through Sales Automation
* New product establishing.

**Self-Analysis**

* Strong motivation and commitment for work.
* Expertise in sales automation.
* Endurance to work for long hours and under pressure.
* Ability to work independently as well as a team member.
* Sound ethical background and integrity.
* Commendable communication and presentation skills.
* Exactitude and promptitude.
* New product development.

**Academic Review**

**Name of Exam : Masters of Business Administration (MBA)**

Subject : Marketing

Year : 2012(result published in 2014)

Result : 3.52

University : Jagannath University

**Name of Exam : Bachelor of Business Administration (BBA)**

Subject : Marketing

Year : 2011(result published in 2013)

Result : 3.38 (Out Of 4)

University : Jagannath University

**Name of Exam : Higher School Certificate (H.S.C)**

Institute : BAF Shaheen College

Group : Science

Board : Dhaka

Year : 2007

Result : 4.60 (out of 5)

**Name of Exam : Secondary School Certificate (S.S.C)**

Institute : Chhatak Cement Factory High School

Group : Science

Board : Sylhet

Year : 2005

Result : 5 (out of 5)

**Language Capability**

Bangla – Mother tongue

English-Fluent both in writing and speaking

**Computer Literacy**

Microsoft office word, excel, power point, web browsing, e-mail and windows setting-up efficiency. Fast on typing both of Bangla & English

**Interests**

* Gathering information regarding the companies, their products and operations performing in Bangladesh.
* Browsing internet, travelling, and playing cricket & football.

**Personal Information**

* Father’s name  **:** Md. Abdul Alim
* Mother’s name  **:** Eliza Parvin
* Date of birth **:** December 30th ,1989
* Nationality  **:** Bangladeshi
* Religion **:** Islam (Sunni)
* Marital status **:** Unmarried
* Blood group **:** A+
* Height **:** 5’ 6”

**Permanent Address**

Village & post-Saratoil, Area-Dhukuria Bera, Upazila-Belkuchi, District- Sirajgonj-6730

**Reference -1**

***Nam*e-** : Mahathy Hasan Jewel

**Designation** : Assistant Professor, Dept. Of Marketing

**Organization** : Jagannath University

**Address-** : Dept. Of Marketing, Jagannath University, 10 Chittaranjan Avenue, Dhaka-1100   
**Phone** : 01717763724

**Email**  : jewelbhola@yahoo.com

**Relation** : Academic

**Reference–2**

***Nam*e-** : Rashed Sarwar

**Designation** : National Sales Operation Manager

**Organization** : International Beverages Pvt. Ltd.

**Address-** : Gulshan-1, Dhaka-1212  
**Phone** : 01799990002

**Email**  : rsarwer@coca-cola.com.bd

**Relation** : Professional

Signature: E:\BCS.jpg

**(md.ashraful alam)**