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| |  |  |  | | --- | --- | --- | | **MD. MOSHIUR RAHAMAN CHOWDURY** | |  | | --- | |  | | | Address: House-11(4th Floor), Road-06,Block-C, Mirpur -10, Dhaka 1216  Mobile No 1: **01981004533**  e-mail : riganmoshiur@gmail.com | |

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| **Career Objective:** |
| I desire to obtain a challenging position with a successful organization’s management team,where I can apply my knowledge, skill & experience in helping to build & sustain a highly successful operation. I am seeking a position where I can make a goal |

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| **Career Summary:** |
| Marketing & sales Development sector, Management Sector at preferable environment. |

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| **Special Qualification:** |
| Smooth dealing with people, Adapting any given solution and able to handle ERP system. |

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| **Employment History:** | |
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| 1. | **Assistant Manager, (Sales) ( January 1, 2018 - Continuing)** |
|  | **Partex Furniture Industries limited**  Company Location: Santa Western Tower, level-13, Bir Uttam Mir Shawkat Road, 186 Tejgaon,Dhaka.  Department: Sales  ***Duties/Responsibilities:***  1.To meet the sales target 2.Cash collection & deposit to Bank 3.Ensure the best customer service 4.Ensure the proper maintenance of the showroom and the visual merchandising 5.Planning for sales development 6.Lead the sales team inclusive of managing performance, coaching, monitoring 7.Maintaining all sales documents 8.Monitoring customer demand & trends On time products delivery to customers 9.Effectively handle the customer complains 10.Responsible for the showroom inventory 11.All day to day operational issues 12.Special Projects as assigned by the management.  13. Maintain KPI for every quarterly & yearly.  14. Manager Subordinate.  15. Factory follow up for products and bring products from factory to showroom. 16. Re check products before receive and delivery to customer point. 17. Prepare monthly, quarterly and half yearly forecast and planning for sales development. |
| 2. | **Senior Officer (Sales) ( December 1, 2014 - December 31, 2017)** |
|  | **Partex Furniture Industries limited**  Company Location: Santa Western Tower, level-13, Bir Uttam Mir Shawkat Road, 186 Tejgaon, Dhaka.  Department: Sales  ***Duties/Responsibilities:***  1.To meet the sales target 2.Cash collection & deposit to Bank 3.Ensure the best customer service 4.Ensure the proper maintenance of the showroom and the visual merchandising 5.Planning for sales development 6.Lead the sales team inclusive of managing performance, coaching, monitoring 7.Maintaining all sales documents 8.Monitoring customer demand & trends On time products delivery to customers 9.Effectively handle the customer complains 10.Responsible for the showroom inventory 11.All day to day operational issues 12.Special Projects as assigned by the management.  13. Maintain KPI for every quarterly & yearly. |
| **3**. | **Territory Sales Officer ( February 1, 2014 - November 15, 2014)** |
|  | **Prime Footwears limited**  Company Location: 119/3. (Old), 6/2 (New), Segun Bagicha (1st Floor), Shahbagh, Dhaka-1000.  Department: MARKETING & SALES  ***Duties/Responsibilities:***  1. Build and execute a sales plan for assigned Area with minimal managerial oversight 2.Capable of running the Area as a profit center head. 3Visiting the sales market regularly, working with colleagues and customers and identifying or resolving urgent issues; 4.Maintain strong relation with distributor and team members. 5. Conversant with updated information to record sales figures, for data analysis and forward planning. 6. Organizing special promotions, displays and events. 7. Analyzing sales figures and forecasting future sales. 8. Lead a sales team according with sales area. 9..Direct sales involvement, sales evaluation and initiate to develop sales volume |
| **4**. | **Area Manager ( April 3, 2012 - January 15, 2014)** |
|  | **Liberty Foods Co**  Company Location: Purana Polton, Dhaka.  Department: MARKETING & SALES  ***Duties/Responsibilities:***  1. Planning and execution of sales strategy considering current market trend, consumer behavior and annual business plan for the entire sales area 2. Proper monitoring of field sales force to achieve agreed targets of volume, turnover, profit and market share within deadline 3.Meet the company revenue and profit target with proper planning and execution with extended standard skill, capability and customer focus 4.Carry out sales promotion, demand generation and customer information activities 5.Ensure product availability & visibility in all outlets of the markets 6.Ensure area wise strong dealer presence and distribution infrastructure 7.Direct sales involvement, sales evaluation and initiate to develop sales volume 8.Team building and motivational activities. |
| **5.** | **Sales Representative ( April 23, 2011 - March 31, 2012)** |
|  | **Pran RFL Group**  Company Location: Middle Badda, Dhaka.  Department: Marketing & Sales  ***Duties/Responsibilities:***  1. Visit the existing & potential market regularly. 2. Achievement of sales target (Daily, Weekly & Monthly). 3. Increase market coverage to gain more market reach as per sales plan. 4. Execute & drive company sales & marketing promotional activities within the assigned territory. 5. Collect information about competitor's activities. 6. Collect orders daily from retails & wholesalers and Ensuring delivery of products as per orders. 7. Collect orders from distributors/dealers and Ensuring delivery of products as per orders. 8. Prepare daily sales report and submit to the Line Manager. |

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| **Academic Qualification:** |
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| **Training Summary:** |
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| **Career and Application Information:** |
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| **Language Proficiency:** |
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| **Personal Details :** |
| |  |  |  | | --- | --- | --- | | Father's Name | : | Md. Mofizar Rahman Chowdury | | Mother's Name | : | Masuma Parvin Chowdury | | Date of Birth | : | December 22, 1989 | | Gender | : | Male | | Marital Status | : | Married | | Nationality | : | Bangladeshi | | National Id No. | : | 1022004038319 | | Religion | : | Islam | | Permanent Address | : | Sher-e-Bangla nagar, Bogra Sadar, Bogra-5800, Bogura Sadar, Bogura Sadar, Bogura 5800 | | Current Location | : | Dhaka | |

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| **Reference (s):** |
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