



MD. ANWAR HOSSAIN



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Officers Villa (Ground Floor),
Polashbari, Ashulia, Dhaka



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Achieving a dynamic and challenging job in an organization where I can use my technical and interpersonal skills, creativity and above all my learning experience in order to develop my career and as well as to contribute in the welfare of the organization the area of my interest includes marketing and development sectors

EDUCATION

❖ City University.

Bachelor – Computer Science & Engineering
(4 years B.Sc)

Session - 2018-2019

Passing Year - 2022

CGPA - 3.52

❖ Faridpur Polytechnic Institute.

Diploma-In-Engineering - Computer Science
Board - BTEB

Passing Year - 2016

CGPA - (3.29)

❖ Talma Nazimuddin High School.

SSC- Science

Board - Dhaka

Passing Year - 2012

GPA - (4.50)

Work Experience

ACI Consumer Brands, ACI Limited.

Sales Executive (01 May, 2017 – 31 May, 2019)

Nestle Bangladesh Limited.

Sales Executive (01, October, 2019 – Continue)

Key Responsibilities:

- ❖ Achieve Sales and Distribution objectives of the Company efficiently and economically, for the defined sales point. Manage Trade discounts and Trade Budgets. Identifies the best distributor option by distribution house and maintains healthy and win-win relationships with the customers.
- ❖ Manage Distributor profitability & Customer Satisfaction
- ❖ Build up Relationship with Trade/Retailers to Maximize the levels of Availability, Visibility, Assortment & Merchandising
- ❖ Monthly target achievement and outlet modification & new outlet growth.
- ❖ Implement strategies agreed by Management to achieve Sales Targets within the given time frame.
- ❖ Taken daily target and try to achieve best performance from my end.
- ❖ Taken responsibilities for slow products for sales development and product marketing.
- ❖ Send daily order and delivery report to TO/ASM boss.

PERSONAL INFORMATION

Father's name - Md Afjal Molla
Mother's name - Mrs. Saleha Begum
Date of birth - 01 March, 1996
Gender - Male
Permanent address - Vill-Goherpur,
Thana - Nagarkanda,
P.O: Rahutpara,
Dist - Faridpur
Mailing address - Officers Villa (1st Floor)
Polashbari,
Ashulia, Dhaka
Blood Group - AB+
Religion - Muslim
Nationality - Bangladeshi (By Born)

SKILL

❖ Personal Skill

Collaborative Team Player
Persuasive Communicator
Customer Relationship Buildup
Good Problem Solving Skill

❖ Language Skill

Bangla- Native
English- Professional Proficiency

❖ Computer Skill

MS Office, MS Excel, MS PowerPoint,
Basic Programming,
Database Operation,
Basic Web Design & Development,
Basic Graphic Design.

Training and Seminar

Title	Institute	Duration
Graphic Design	Green Computer Academy	3 Month
Web Design & Development	US Software Limited	3 Month
Advanced Web Development	Rupom Soft Limited	6 Month

❖ Project Topic “Automation Canteen Management System”
(6 Month).

PERSONAL COMPETIENCES

❖ Adaptability
❖ Positive Thinking
❖ Strong Work Ethic
❖ Time Management
❖ Problem Solving
❖ Leadership
❖ Work Under Pressure

REFERENCE

Md. Hasanul Panna
Territory Sales Manager
Hemas Consumer Brands (Pvt) Ltd.
Mobile: 01717-762076
Email: hasan.rony15@gmail.com

Md Imran Hossain
Area Sales Manager
Hemas Consumer Brands (Pvt) Ltd.
Mobile: 01787666926
Email: Imran.consumer@hemas.com

I strictly declare that the above-mentioned information here is correct to the best of my knowledge and belief.



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