**Akhirul Islam**

**Correspondence Address:**

Bidyapara by lane ward no - 9  
p.o, p.s & dist – Dhubri (assam)

Pin - 783301

Mobile no: +91- 7896540362 , 8255094415

E-mail: akhi.world11@gmail.com

**Career Objective**

I am looking for a position wherein I can utilize my skills, management and staff recruitment.Where in, I can contribute to a successful growth of the organization utilizing my skills andto learn the dimensions with my most upright endeavors .

**Professional Experience**

International Tractors Ltd. ( Solis yanmar) Jan 2023 to Present

Solution Engineer (Sales & Marketing)

RESPONSIBLE HANDLED

* New Dealer appointment.
* Dealer sales and retail monitoring.
* Realationship with financer.
* Planing for dealer activity and various schemes.

**Swaraj Tractor, Auth. Dealer – Tahera Motors - Oct 2014 to Oct 2022**

***Sales Manager –Sales (Dhubri , assam)***

**RESPONSIBILITIES HANDLED**

* Achievement of Sales Retail and Agriculture .
* Sales team management
* Planning the various scheme and presenting them .
* Monitoring the enquiries.
* Relationship with the financer .
* Market information
* Customer visit with sales man .

**Sonalika Tractor, Auth. Dealer – Bijay Trading Co – May 2010 to Jan 2014**

***Sales Manager –Sales (Dhubri & Goalpara , assam)***

**RESPONSIBILITIES HANDLED**

* To establish a strong relationship with all the people and customers throughout the sales cycle.
* Sales team management
* Market development .
* Customer feedback .
* Market information
* Customer visit with sales man .

**Academic Qualification:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **Institute** | **Degree** | **University/Board** | **Class** |
| 2007-2010 | Bholanath College , Dhubri (assam) under Guwahati university | B.A. | Guwahati University | III |
| 2006 | Bholanath College , Dhubri (assam) under Guwahati university | 12th | SEBA | II |
| 2004 | Govt. Boys H.S. School, Dhubri (assam) | 10th | SEBA | II |

**Achievements**

* 1st position of Sales Swaraj tractor in NE 2015-2016.
* 1st position of sales Swaraj tractor in NE 2016-2017
* 2 (two) nos new Dealer appointment in the 1st month of my joining in ITL Solis & Yanmar

**Computer Skills.**

* Operating System: Windows
* MS Office( Microsoft Excel, Word, Power Point)

**PERSONAL PROFILE:**

Name: Akhirul Islam

Father’s Name: Minal hoque choudhury

Sex : Male

Date of Birth: 18-12-1987

Marital Status: Married

Nationality: Indian

Language Known: Assamese, Hindi, English

Phone No: +91-7896540362 , 8255094415

E-mail Address: **akhi.world11@gmail.com**

Permanent Address: C/O – Minal hoque choudhury

Bidyapara by lane ward no - 9 Dhubri (assam)

Dhubri -783301 , Assam.

**Declaration:**

I hereby declare that the above-mentioned information is correct up to my knowledge.

**Place: Dhubri (Assam) Akhirul Islam**