

RESUME OF MIZANUR RAHMAN

Name Md. Mizanur Rahman

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Cell : +971 506576501



Subject: Application for the recently possible candidature.

Career objective :

To secure a career in a reputed organization, which appreciates the professional approach and hard to learn and involve the new challengers of the entire Marketing operation. Earn a decent career and confer dedicated services for the benefit of the company

Career Experience: Total career experience 9 years in Bangladesh and 1 year in Dubai real estate industry.

- (1) I have been working at **Sanmar Properties Ltd** (under innocept marketing management UAE) as a Deputy Manager & Team Leader Sales since September 2022 to till now.
- (2) I have worked at **ANZ Properties Ltd** as a Asst. Manager & Team Head of Chattogram- sales & revenue department from 5th November, 2018 to August 2022.
- (3) I have worked in **Building Technology & Ideas Limited (btি)**,Chattogram as a team leader of sales department since 15 October, 2015 to 4th November, 2018 I have also worked Rupayan Housing Estate Ltd 2013 to 2015.

Professional Qualification :

Certification	Institute	Location	From	To
Certification of computer	NATIONAL YOUNG DEVELOPMENT INSTITUTE	Dhaka	July01,2011	September 31,2011

Professional training & achievement :

1. **Auditing of cooperative management**, Cooperative Academy (4days) BARD Comilla .Bangladesh.
2. Certificated of Apperception Awarded, **Occupational safety and defensive Driving -2012**. Bangladesh Road Transport Authority BRTA . (3days) 2012.
3. I have participant in a day long workshop on presentation skill, negations skill, market research method -2014

Passport Details :

Passport Number: A03826977

Expire Date: 7th May, 2032

➤ CURRENT WORK ACTIVITY & RESPONSIBILITY:

- Managing a big sales team smoothly as well as doing managerial task of the back office.
- Monitoring and supervising the day to day activities of the sales & revenue team.
- Arrange training session :
 - a. How to Collect Leads,
 - b. How to identify the real buyer,
 - c. How to closed the business deal,
 - d. How to maintain relationships with existing customers, and salesmanship, presentation mock session, motivational training, brainstorming, career growth session, strategic marketing, customer segmentation, target market planning, brand promotional activities, etc.
- Arrange the sales meeting Daily, Weekly, Monthly Quarterly, with all team members, and submit the report to HOD/COO.
- Negotiating the terms of an agreement and closing the sales deal and achieving the personal targets and the team as well.
- Gathering market knowledge and customer information as well as competitor information and implementing sales plan/ strategies and reporting to the Head of Sales about the Market situation.
- Financial analysis for price calculation making price comparison statement.
- Market survey to find out the prospective customers, selection and analyze the prospects and the segregation of the potential customers.
- Routine visit to corporate & individual customers.
- Sales and Market promotion through full-time monitoring & supervising the sales team.
- Representing the company at trade exhibitions, events and demonstrations.
- Challenging any objections to getting the customer to buy and provide customer services as and when requires.
- Advising on forthcoming product developments and discussing special promotions.
- Finding future buying trends back to employers.
- Land visit and set the sales price for upcoming Projects.
- Reporting to the HOD/COO on schedule.
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Educational Attainments	:	
MBA	:	Major Marketing,
Institution	:	Southern University Bangladesh.
Year of passing	:	2013.
Result	:	CGPA 3.00 OUT OF 4.00.
MSS	:	Major Economics.
Institution	:	Government Haji Mohammed Mhosin College ,Ctg (Under national university)
Year of passing	:	2013.
Result	:	Second Division .
B.B.S		
Institution	:	Kofi Uddin University collage
University	:	National University, Dhaka, Bangladesh
Year of passing	:	2011
Result	:	Second Division (Number in an Average 52%)
Discipline	:	Business Studies
H.S.C		
Institution	:	Kofil Uddin University Collage
Board	:	Comilla
Year of Passing	:	2007
Result	:	3.10
Discipline	:	Business Studies
S.S.C		
Institution	:	Charshis High School
Board	:	Comilla
Year of passing	:	2005
Result	:	2.19
Discipline	:	Science
Computer knowledge	:	
		Basic knowledge of Office application i.e, MS Office-07 and other common applications with Internet surfing.
Communicative skill	:	
		I have an excellent command over English language. I know how to deal with it. I can speak Bengali language as well & also can speak English language nicely.
Extra curriculum activities	:	
		I am involve in a local social organization named BAC and working there as a team leader. I have good leadership qualities which help me to do a lot of positive things
Other skills	:	
		<ul style="list-style-type: none"> • Outstanding fluency in speaking English and accuracy in writing English • Familiar with working in a multi-disciplinary team. • Flexible and adaptive to cultural factors with positive attitudes. • Pleasant and easygoing personality • Discipline, Punctuality and Honesty are my assets.

Personal information

• Name	:	Md.Mizanur Rahman
• Father's name	:	Mohammed Nazir Ahmmmed
• Mother's name	:	Mobashera Begum
• Mobile No	:	+ 971 506576501
• Nationality	:	Bangladeshi by birth
• Birth date	:	15octover 1987
• Religion	:	Muslim(sunni)
• Marital status	:	Married
• Height	:	5feet 11 inch (75 kg)
• Blood group	:	(B+) Positive

Present address

Saha Roshidiya bhaban, Apartment # D-7, 1374/D ,Block # F, Alfalaha housing socity, East Nasiirabad, khulshi, Chittagong.

Permanent address

Village	:	Baro Ballov pur
Post	:	Boroi tolla
Post Code	:	3704
Police Station	:	Chandrogonj
District	:	Lakshmipur

Reference

- a) **Dr.Nargis Parvin**
MBBS,FCPS,BCS, Health
Lakshmipur General Hospital
Mob:01717143388

Declaration

I hereby declared that the above details furnished by me are true to the best of my knowledge and belief.

Date:

Signature