

Abdullah-Al-Faruk

Address: 128/3c Azimpur China Building,
Dhaka-1205, Bangladesh.

Contact: +8801962400667
+8801557511111

E-mail: ab.faruk00@gmail.com



Objective

Seeking a position that will benefit from my Sales experience, positive interaction skills and industry contacts where my experience can improve the sales results.

Career Summary

I worked at Banglalink Digital Communications Ltd. for last 4.3 years in the Department of B2C Sales as a Monobrand Business Executive with honesty and now I am working at Bangladesh Steel Re-Rolling Mills Limited (BSRM) as an Executive Sales B2B.

Core Competencies

- Excellent interpersonal skills to work in a team environment.
- Ability to work under stress and pressure.
- Willingness to take responsibilities and challenges with commitment and honesty.
- Self-driven, result oriented, hard working and willing to work anywhere in the country.

Employment History

Work Experience#05: April 1, 2017 – Till now.

- Post: Executive Sales (B2B)
- Department: Sales & Marketing.
- Organization: Bangladesh Steel Re-Rolling Mills Limited (BSRM)
- Company Location: Nasir Uddin Tower, 4th Floor, Bir Uttam Samsul Alam Road, 104/1 Kakrail, Dhaka.

Job Responsibilities:

- To manage the sales team, developing a business plan covering sales, revenue, and expenses control, meeting agreed target.
- Develop sales plan to achieve or exceed the annual sales objectives for the assigned territory.

- Conduct regular market visit to check route coverage, competitor activity and search for new opportunities.
- To monitor after sales service activities and solve the customer queries.
- Counseling with dealers, distributors and subordinates.
- Monitoring & controlling MR & others.

Work Experience#04: April 1, 2014 - December 31, 2016

- Post: Monobrand Business Executive
- Department: B2C Sales & Distribution
- Organization: Banglalink Digital Communications Limited
- Company Location: Gulshan-1, BirUttam Mir Showkat Shoroni, South Avenue Tower, Tiger's Den, Dhaka.

Job Responsibilities:

- Supervise daily sales and trade marketing activities.
- Maintain administrative activities.
- Enhance excellent trade relation with different traders and customers.
- Implement organizational policies and strategies to compete with competitors.
- Forecast market demand and achieve sales target.
- Ensure sustainable growth of own market share.

Work Experience#03: December 21, 2013 - March 31, 2014

- Post: Careline Officer of Investigation & Resolutions Unit
- Department: Customer Care
- Organization: Banglalink Digital Communications Limited
- Company Location: Gulshan-1, BirUttam Mir Showkat Shoroni, South Avenue Tower, Tiger's Den, Dhaka.

Job Responsibilities:

Deal with customer problems and queries regarding network, GPRS, others value added service with outbound calls as per company policy.

Work Experience#02: June 3, 2013 - December 20, 2013

- Post: Careline Officer: Team Co-Ordinator
- Department: Customer Care
- Organization: Banglalink Digital Communications Limited
- Company Location: Gulshan-1, BirUttam Mir Showkat Shoroni, South Avenue Tower, Tiger's Den, Dhaka.

Job Responsibilities:

- Manage a team which is consisted of 15 to 20 members.
- Monitor and guide the team members.
- Increasing team bonding, updated them regarding company's products.
- Making reports based on data.

Work Experience#01: September 20, 2012 - June 2, 2013

- Post: Careline Officer
- Department: Customer Care
- Organization: Banglalink Digital Communications Limited
- Company Location: Gulshan-1, BirUttam Mir Showkat Shoroni, South Avenue Tower, Tiger's Den, Dhaka.

Job Responsibilities:

- Serves customers by determining requirements.
- Answering inquiries.
- Resolving problems.
- Fulfilling requests.
- Maintaining database.

Computer Skill

Operating System : Windows 98, XP, Seven and 10.

Application Package : MS. Word, MS. Excel & MS. PowerPoint.

Hardware : Computer Hardware Setup & Setting, Windows trouble shooting.

Extracurricular activities

- Member of **Business Forum Club** of Eastern University,
- Member of **Cultural Club** of Eastern University,
- Organize **different cultural program** in Eastern University as an organizer.
- Member of **Sport Club** of Eastern University.

Educational Background

Exam Title	Concentration/Major	Institute	Result	Pas. Year	Achievement
Master of Business Administration (MBA)	Finance	Eastern University	CGPA: 3.52 out of 4	2013	Scholastic Honour Title "Cum Laude"
Bachelor of Business Administration (BBA)	Finance	Eastern University	CGPA: 3.53 out of 4	2011	
HSC	Business Studies	Rifles Public School and college, Dhaka.	CGPA: 4.6 out of 5	2006	-
SSC	Humanities	University Laboratory School and college, Dhaka.	CGPA: 4.25 out of 5	2004	-

Training Summary

Training Title	Institute	Country	Location	Year	Duration
Computer Operation Trade Course	Jubo & Shamajkallyan Porishad	Bangladesh	Dhaka	2016	6 months

Personal Details

Name: Abdullah-Al-Faruk
Father: Abdul Bari
Mother: Aysha Akter
Date of Birth: 27th December 1989
Permanent Address: 128/3c Azimpur China Building,
Dhaka-1205, Bangladesh.
Mailing Address: 128/3c Azimpur China Building,
Dhaka-1205, Bangladesh.
Home District: Chandpur
Contact No: 01962400667
Marital Status: Married
Religion: Muslim
Nationality: Bangladeshi (By Birth)
National ID: 7757853713

References

Joarder Wahidul Islam

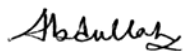
In-Charge Region
Bangladesh Steel Re-Rolling Mills Limited
Phone no. 01713362984
E-mail: joarder.islam@bsrm.com

Md Anawar Hossain Sumon

Area Monobrand Business Manager
Banglalink Digital Communications Ltd.
Phone no. 01914444827
E-mail: ahsumon@banglalinkgsm.com

DECLARATION:-

I hereby declare that the above-mentioned details are true and correct to the best of my knowledge and belief.



.....
Abdullah-Al-Faruk

Additional Information

1. While applying candidate have to mention why he apply to Honda and why he think himself an outstanding candidate for this job?

Answer: My skill set is a perfect match for the job requirements. In particular, my sales skills make me an ideal candidate for the position. I have 7.8 years of work experience in both the Multinational Company and Local Company. I have skills to deal with Dealer distribution, Retailers, Corporate clients, and also direct consumers. I have excellent knowledge of official mail communication. I think I have excellent negotiation and problem-solving skills. I had the top sales record of our company. I can bring my successes and experiences to this job.

2. While applying must mention whether having driving license or not?

Answer: yes, I have driving license.