

Md. Abul Hasnat Zinnah

1057/1, East Shewrapara, Mirpur, Dhaka-1216

E-mail: hasnat.zinnah@gmail.com

Phone: 01679318452

Linkedin: <https://www.linkedin.com/in/hasnat-zinnah-2bb461150/>



Objective

A resolute individual with the ambition to excel at any given field. Always open to learning new ways of completing tasks and open to new experiences. Actively striving for success and willing to adapt to any given environment. Looking for an opportunity to hone my skills and knowledge and applying them to add value and contribute to the organization I am associated with.

Education

BBA, Bachelor of Business Administration

Marketing and Human Resources Management

Independent University Bangladesh

CGPA: 3.51 on a scale of 4.00, Passing Year: 2017

HSC, Higher Secondary Certificate

Business Studies Group, Dhaka Commerce College

GPA: 5.00 on a scale of 5.00, Passing Year: 2012

SSC, Secondary School Certificate

Business Studies Group, Bashikpur School & College

GPA: 5.00 on a scale of 5.00, Passing Year: 2010

Academic Achievements

- Achieved merit-based scholarship from Independent University Bangladesh
- Completed Research paper on "Impact of Service failure & recovery customer satisfaction in the online (E-Travel Agencies) context"
- Completed Live-in-Field (LFE), a 12 days long course organized by IUB to research on socio-economic environment in Mokamer Gul village of Sylhet district.

Professional Experience

Senior Executive, Sales, MGH Group

Territory: Mogbazar

Duration: July 2018- to date

Trainee Executive, Logistics, MGH Group

Duration: February 2018-June 2018

Key Professional Achievements

- Market restructure
- Increased branch profitability
- Resource & Route optimization
- Successfully merged IBL & MHL
- Ensured 100% COD
- Ensured 0% Invoice Manipulation
- Managed a team of 200 People
- Surge Plan
- Reduced territory Due from 35,000 BDT to 0 BDT
- Led a sales team of 14 people who acquired more than 800 CNG Driver's in one month.

Industry Knowledge

- Logistics Management
- Operations Management
- Sales
- Distribution
- Training & Development
- Fleet Management
- Strategic Planning

Interpersonal Skills

- Leadership
- Communication
- Teamwork
- Time Management
- Working Under Pressure

Technical skills

MS Excel: Advanced

MS Word: Advanced

Bizom: Intermediate

MS PowerPoint: Intermediate

SAP: Beginner

Language Skills

Bengali: Native

English: Excellent

Extra-Curricular Activities

- Former member of Independent HR Society (IHRS)
- Former member of Independent Marketers Association (IMA)
- Organized stalls at Marketing carnivals.
- was a member of Independent University Football Team & Cricket Team (2013-2017)
- Coordinator of Division of Students Affairs at Independent University, Bangladesh, collected sponsors for occasional events & coordinating events

Reference

Golam Morshed
Manager, Commercial
Square Food & Beverage Ltd
Square Centre, 48 Mohakhali C/A
Dhaka-1212
Email: morshed@squaregroup.com
Cell: 01713090359

Mahbub Hasan
Assistant Manager, Operations
MGH Group
Email: mahbub.rajb@gmail.com
Cell: 01677467690