

MD Ashraf Haque

Private Service Holder

Creatively market and sell product with forward-thinking, solution-oriented strategies. Prospect new leads continuously and sustain strong sales channels to drive revenue growth. Independent, industrious and results-focused sales leader with proven record of success.

Work History

2017-02 -
Current

Key Account Manager

MGH Group, Dhaka, Dhaka city

- Leveraged strategic planning to penetrate key accounts.
- Boosted customer satisfaction by providing them training and skills to optimize service delivery in alignment with individual needs
- Handled clients calls and address their inquiries and solve their problem.
- Resolved conflicts and negotiated mutually beneficial agreements between parties.
- Monitored customer demands, market conditions and competitor actions to adjust strategies and achieve targeted sales volume of daily, monthly and yearly objectives.
- Distinguished product issues and gathered information on customer experiences.
- Targeted new customer and increased sales through proactive sales and negotiation techniques.
- Prepared daily reports to assist business leaders with key decision making and strategic operational planning.
- Executed successful budget and sales campaign development.
- Attended trade shows and seminars to promote products and learn about industry developments.

2014-05 -
2016-12

Brand Executive

Min Oils Ltd, Dhaka, Dhaka city

- Developed marketing strategy to build and strengthen industrial partnership.
- Managed promotional initiatives to increase exposure.

Contact

Address

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MoghBaza, 1217

Phone

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E-mail

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Skills

Business development and planning

Product promotions

Sales strategy

Product and service sales

Personnel training and development

Account management

Strategic Planning

Market Analysis

Budgeting

Client communication

Team Leadership

Sales Initiatives and Techniques

Product Demonstrations

- Devised strategic marketing to reach target audiences.
- Managed quality assurance program, including on-site evaluations, customer surveys.

Education

- 2011-01 - 2016-01** **BBA: Marketing**
East West University - Dhaka
- Graduated with 2.13 CGPA
- 2008-01 - 2010-12** **Higher Secondary Certificate: Business Studies**
Kushtia Govt. College - Kushtia
- 4.00 GPA
- 2001-01 - 2008-01** **Secondary School Certificate: Business Studies**
Kushtia Zilla School - Kushtia
- 4.81 GPA

Certifications

- 2008-04** Kushtia Zilla Parishad merit Scholarship

Interests

Football

Photography

Traveling

Additional Information

- *Attended **The Advance MS Excel' 2014**: 2-days training (6 hours) at East West University; Conducted by EWU Business Club.
- * Program coordinator of Sports club of East West University (2013 to 2015).
- * I was a part of school handball team. Played different handball competition in school level.

Affiliations

Nafis Ahmed Nazim
 Senior Manager
 Galileo Bangladesh Ltd.
 Contact number: 01943780610

Syed Md Musa sunny
 Manager
 Galileo Bangladesh Ltd.
 Contact number: 01777544401

New Account Creation

Client Relations

Languages

English



Bangla

