

MD. RAISUL ISLAM

Address: S/O:- Md. Nazrul Islam,
Vill:- Melghar, P.O:-Ashiya,
P.S:- Patiya, Dist:-Chittagong.
Mobile: +8801814347485 (Personal) /+8801972328280 (Official).
E-mail ID : saqidcu@gmail.com



Career Objective:

To contribute in a promising organization where I can integrate my knowledge, skill and experience to add value of that organization and explore my potentials.

Career Summary:

I have completed my post-graduation from Chittagong University in 2008 & working in an renowned MNC, i.e., CEAT AKKHAN LTD. as "Area Manager – Sales & Marketing Dept." from July 02, 2016 to till now. Before that I have worked in PARTEX STAR GROUP as an "Area Sales Manager" from 01.06.2015 to 30.06.2016 in Chittagong region. I have also worked in T.K. Group of Industries, as an "Area Sales Manager" from 01.02.2014 to 19.05.2015 and I have also worked in an UAE based organization named as RAK Paints (PVT.) Ltd. as a Jr. Sales Officer from 10.04. 2011 to 31.01.2014.

Special Qualification:

I have strong academic & practical knowledge. And I can do perform my duties under pressure.

Employment History:

Total Year of Experience: 9 Year(s) Continuing.

1. Area Manager – (Corporate & Dealer Sales) (July 02, 2016 – Continuing).

CEAT AKKHAN LTD.

Company Location: Shanta Western Tower, Level # 8, Bir Uttam Mir Shawkat Road, 186 Tejgaon I/A, Dhaka- 1208.

Department:- Sales

Work Station:- Chittagong Region.

Duties/Responsibilities:

My main job responsibilities are given below.

1. To make sales plan for achieving monthly & yearly budget.
2. Implement company's business policy.
3. Ensure sales target and minimize overdue.
4. Maintain good relation with existing and new client.
5. To make plan as the annual budget achieved, etc.

2. Area Sales Manager – (Retail & Distributor Sales) - (June 01, 2015 –June 30, 2016)

PARTEX STAR GROUP

Company Location: Shanta Western Tower, Level # 13, Bir Uttam Mir Shawkat Road, 186 Tejgaon I/A, Dhaka- 1208.

Department: Sales

Work Station:- Chittagong Region.

Duties/Responsibilities:

My major job responsibilities are stated below.

1. To ensure products in maximum number of outlet under the assigned area to sell products.
2. Increase targeted number of dealers to sell all products in the region.
3. Ensure dealers satisfaction & motivation with the service of the respective executive.
4. To execute daily sales call on time & effectively through all sales executive.
5. Ensure proper call report from field force as well within the time.
6. Plan and execute the targeted sales to achieve as per day /week & month.
7. Ensure on time collection from all dealers under the region & endure zero overdue.
8. Analyze market size of each product, plan for to get the market share & inform to the management.
9. Execute promotional plan & branding activities as per guideline.

3. Area Sales Manager- (Retail & Distributor Sales)- (February 01, 2014 - May 19, 2015)

T.K. Group of Industries

Company Location: T.K. Bhaban (2nd Floor), 13, Kawran Bazar, Dhaka - 1215.

Department: Pusti Consumer Division

Work Station:- Dhaka Region.

Duties/Responsibilities:

My major job responsibilities are stated below.

1. Maintaining and increasing sales of my company's products.
2. Reaching the targets and goals set for my area.
3. Establishing, maintaining and expanding my customer base.
4. Servicing the needs of my existing customers.
5. Increasing business opportunities through various routes to market.
6. Setting sales targets for individual reps and my team as a whole.
7. Recruiting and training sales staff.
8. Allocating areas to sales representatives.
9. Developing sales strategies and setting targets.
10. Monitoring my team's performance and motivating them to reach targets.
11. Compiling and analyzing sales figures.
12. Possibly dealing with some major customer accounts myself.
13. Collecting customer feedback and market research.

14. Reporting to senior managers.
15. Finally, Keeping up to date with products and competitors.

4. Jr. Sales Officer – (Corporate & Dealer Sales)- (April 10, 2011 – January 31, 2014)

RAK Paints (Pvt.) Ltd.

Company Location: Uttara, Sector # 4, Jasim Uddin Sharak, Dhaka.

Department: Sales

Work Station:- Chittagong & Cox'sbazar Region.

Duties/Responsibilities:

The major responsibilities are that followings.

1. To generate sales.
2. To create new and potential customer.
3. To create new dealer and handling the existing dealers also.
4. To visit new and old project and also dealer point.
5. To maintain the collection schedule.
6. To achieve the sales target.
7. To maintain daily call report.
8. To give information about the market competitor's activities to the management.
9. Finally to implement the strategic plan of the company so that company's goal achieved.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration	Achievement
MBA	Human Resource Management	University of Chittagong	CGPA:3.66 out of 4	2008	1 year	A-
BBA	Management Studies/Science	University of Chittagong	CGPA:3.49 out of 4	2007	4 Years	B+
HSC	Science	Patiya Govt. College	Second Division, Marks :50%	2002	2 years	Second Division
SSC	Science	Jangal Khain High School	First Division, Marks :63%	2000	2 years	First Division

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Workshop on Food Crisis in the world	World Food Crisis	Chittagong University Management Students Club.	Bangladesh	Chittagong	2009	1 Day
Workshop on Banking as a Career.	Career in Banking.	Chittagong University Management Students Club.	Bangladesh	Chittagong	2009	1 Day
Workshop on Debating	Debating	Chittagong University Debating Society	Bangladesh	Chittagong	2008	1 Day

Professional Qualification:

Certification	Institute	Location	From	To
Diploma in Computer Studies	Chittagong City Corporation Computer Institute	Chittagong	March 11, 2007	September 11, 2007

Extra Curricular Activities:

I like playing Cricket & Catching fish, Watching TV and Listening music in my leisure time. And I always try to engage myself in different voluntary work for society.

Language Proficiency:

Language	Reading	Writing	Speaking
Bangla	High	High	High
English	High	High	High

Personal Details :

Father's Name : Nazrul Islam
Mother's Name : Saju nur
Date of Birth : October 03, 1984

Gender : Male
Marital Status : Married
Nationality : Bangladeshi
National Id No. : 1516115549486
Religion : Islam
Permanent Address : S/O:- Nazrul Islam (Badsha Ali Shikder Bari),Vill. Melghar, P.O. Ashiya, P.S. Patiya, Dist:- Chittagong.
Current Location : Chittagong

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Kazi Md. Mainuddin Sayem	Dr. Md. Faridul Alam
Organization	: CEAT AKKHAN LTD.	Chattagram Metropolitan Hospital
Designation	: Head of Sales & Marketing	Director
Address	: Shanta Western Tower, Level # 8, Bir Uttam Mir Shawkat Road, 186 Tejgaon I/A Dhaka- 1208.	O. R. Nizam Road, GEC, Chittagong.
Email Id	: sayem.mainuddin@ceatbd.com	
Mobile	: 01972328251	01817206099
Relation	: Reporting Line Manager.	Maternal Uncle.

(Md. Raisul Islam)