

RESUME

A.B.M Kamrul Hasan

House: Mr. Awal Commissioner's House,
Flat No: (1st Floor)
College Road, Jamalpur
Cell: **01715438902**
Email: **infosumonbd@gmail.com**



OBJECTIVE:

Building up carrier in challenging and rewarding position at a winning organization where creativity, sincerity, skill and performance are criteria for one's appraisal and recognition.

WORK EXPERIENCE:

1.

Position : **Area in Charge (Sales & Marketing)**
Period : 01 January, 2021 to till now.
Organization : Nitol Motors Ltd.
Nitol-Niloy Centre,
71, Mohakhali C/A, Dhaka-1212
Branch Office : Nitol Motors Ltd., Fishery Moor, South Kacharipara, Jamalpur.

Major duties & responsibilities:

01. Manage the sales activities of commercial vehicle as per monthly sales plan.
02. Maintain, regularize and update activities in online sales system on daily basis.
03. Prepare visit calendar and maintain liaison with existing & potential customers through extensive field visits to ensure the sales objectives.
04. Demonstrate and enlighten the product features with financial benefits to customers at trade exhibitions, events.
05. Attend customers over phone from advertisement, make database with status and follow-up regularly.
06. Meet competition customer and give them presentation and convert them to Tata Brand.
07. Prepare budget to execute sales activities and submit bills to the Head Office in due time.
08. Collect information of competition network expansion, their promotional activities and gather all kinds of related information and put-up into the system.
09. Assist recovery team for collecting overdue.
10. Coordinate & maintain liaison with Operating, Service & Parts department to support the customer as per their requirement.

2.

Position : **Executive (Sales & Marketing)**
Period : 01 January, 2019 to 31 December 2020.
Organization : Nitol Motors Ltd.

3.

Position : **Senior Officer (Sales & Marketing)**
Period : 17 September, 2016 to 31 December 2018.
Organization : Nitol Motors Ltd.

4.

Position : **Associate Officer**
Period : November 04, 2012 to August 31, 2016
Organization : BRAC
BRAC Centre, 75, Mohakhali, Dhaka-1212

5.

Position : **Marketing Officer**
Period : January 03, 2010 to October 31, 2012
Organization : Noble Innovation Complex Ltd.
45, Probal Tower, Adabor, Ring road,
Mohammadpur, Dhaka-1207.

PROFESSIONAL TRAINING:

SL.	Training Title/Type	Institute Name and Address	In-house/Outsource	From Date	To Date	Duration
01	Budget and Budgetary Control	Nitol Niloy Group	In House	01-Feb-2020	01-Feb-2020	01 Day
02	VAT compliance at Units and details of VAT Software	Nitol Niloy Group	In House	28-Jun-2019	28-Jun-2019	01 Day
03	English for corporate communication	Nitol Niloy Group	In House	11-July-2018	11-Jul-2018	01 Day
04	Technical Knowledge for sales person	Nitol Niloy Group	In House	04-Nov-2016	05-Nov-2016	02 Days
05	Product Training	Nitol Niloy Group	In House	12-Oct-2016	13-Oct-2016	02 Days
06	Hardware & Basic Networking	New Horizons Computer Learning Center	New Horizons Computer Learning Center” at Dhanmondi, Dhaka	Feb-2011	May-2011	04 Months

EDUCATIONAL ATTAINMENTS:

Examination Name	University / Board	Discipline	Institute Name	Year of Passing	Result
MBA (Major in Marketing)	Hajee Mohammad Danesh Science & Technology University, Dinajpur	Marketing	Hajee Mohammad Danesh Science & Technology University, Dinajpur	2019	3.27 out of 04
M.B.S	National University	Accounting	Ananda Mohan College, Mymensingh	2006 (Held in 2009)	First Class
B.Com(Hon's)	National University	Accounting	Ananda Mohan College, Mymensingh	2005 (Held in 2007)	Second Class
H.S.C	Dhaka	Science	Govt. Shahid Smriti College, Muktagacha	2000	Second Division
S.S.C	Dhaka	Science	R.k High School, Muktagacha	1998	First Division

PERSONAL ATTRIBUTES:

- Have excellent interpersonal communication skill.
- Young energetic dynamic and oriented.
- Able to work under extensive pressure.

COMPUTER KNOWLADGE:

- Microsoft Office Package Software.
- Internet Browsing.

HOBBIES:

- Playing Cricket.
- Travelling

PERSONAL DETAILS:

- | | | |
|-----------------------|---|------------------------------|
| • Name | : | A.B.M. Kamrul Hasan |
| • Father's Name | : | MD. Shamsul Alam |
| • Father's Profession | : | Retired govt. employee |
| • Mother's Name | : | Syeda Amena Begum |
| • Mother's Profession | : | House wife |
| • Date of Birth | : | 5 th August, 1983 |
| • Place of Birth | : | Muktagacha, Mymensingh |
| • Nationality | : | Bangladeshi (By birth) |
| • Religion | : | Islam |
| • Marital Status | : | Married |
| • Blood Group | : | AB+ (positive) |
| • National ID No | : | 6126507836112 |

PERMANENT ADDRESS:

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|----------------|---|-------------------------|
| Village | : | House # 275, Ishwargram |
| Post Office | : | Muktagacha-2210 |
| Police Station | : | Muktagacha |
| District | : | Mymensingh |

REFERENCES:

- | | |
|---|--|
| 1.
Mr. Md. Asaduzzaman
Area President
(Sales & Marketing)
Nitol Motors Ltd.
Rangpur
(Beside parjatan Motel)
Cell: 01711 044599 | 2.
Mr. Moshir Rahman
Professor
Dept. of Accounting
Govt. Shaheed Smrity College,
Muktagacha,
Mymensingh.
Cell: 01711 586332 |
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I do declare that all the information I have given is true and correct according to my knowledge.

SIGNATURE OF APPLICANT:



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(A.B.M Kamrul Hasan)