

RUMMAT AL HASAN

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Career Objective:

To develop my career in a demanding environment of reputed multinational company to take the highest professionalism and want to become a vital part of the organization.

Career at a Glance:

- 5+ years' experience in 2 multinationals and a national company.
- Exposure in RMG industry.
- Comprehensive experience in Business Development, Account and Relationship Management.
- Worked with the nationals from America, Europe, Far-East and South Asia in various capacities.
- Strong interpersonal, communication (written and verbal), presentation, sales and marketing skill.

Employment History:

1. Senior Executive, Global Accounts (June 10, 2019 - Continuing)

Coats Bangladesh

Company Location : Dhaka

Department: Sales & Marketing

Duties/Responsibilities:

- Key Account Management.
- Gather business intelligence, analyze market trend/ prospect to support formulation of sales strategies and plans for industrial business to assist sales team for effective sales forecast and to meet volume and value targets for apparel threads.
- Implement marketing communications and digital initiatives of industrial marketing (Web Portal and e-commerce) as per plan.

- To call on the local offices of the Global Apparel Brands/ buyers / Retailers, Buying Houses and domestic Ready-Made Garments (RMG) manufacturers in Bangladesh and promote Coats' Global & Local products and services to establish Coats as the preferred supplier to such brands and their sourcing partners
- Maintain liaison with Coats' 'Global Sales' team members worldwide and share / exchange various initiatives.
- Make presentations to customers on our bouquet of products and services and build lasting relationships.
- Assist in creating a pipeline of new business opportunities, coordinate with Technical Services, develop the new product, launch and promote them to maximize sales.

2. Marketing Executive (August 28, 2016 - May 31, 2019)

YKK BANGLADESH PTE LTD

Company Location : Bay's Edgewater, 5th Floor, North Avenue, Gulshan 2, Dhaka 1212

Department: Marketing

Duties/Responsibilities:

- Building and maintaining good business relationship with the Buyers.
- Promoting Company's product.
- Finding new potentiality of business.
- Preparing Monthly/ yearly sales plan.
- Analyzing the market situation, collecting information of the business situation and sharing the information with management and Global Marketing Group.
- Collecting Forecast for each season/ year and preparing the sales plan according to the market analysis.
- Following up for the existing business with the customers and providing them necessary support on time.
- Gathering competitor's information, SWOT analysis according to the information and preparing strategy to get competitor's business accordingly.
- Preparing monthly sales reports for particular buyers.
- Regular communicating with the overseas sister companies and the Global marketing group in order to support the overseas business.
- Attending and representing the company in business events like DENIM EXPO.

3. Executive (January 1, 2012 - March 31, 2013)

Pentagon International Limited

Company Location: Dhanmondi 27.

Duties/Responsibilities:

Official paperwork.

Product promotion.

Maintaining office accounts.

Maintain Petty cash

Academic Qualification:

Exam Title	Concentration/ Major	Institute	Result	Pas.Year	Duration	Achievement
Master of Business Administration (MBA)	Accounting	American International University Bangladesh	CGPA:3.84 out of 4	2016	2	Achieved Academic Honor (Cum Laude) for the excellency in MBA result.
Honors	Accounting	National University	Second Class	2013	4	-
HSC	Business studies	Faridpur Yasin Collage	CGPA:4.10 out of 5	2006	2	-
SSC	Science	Faridpur Zilla School	CGPA:4.13 out of 5	2004	-	-

Top Skills

- Key account management
- Business development.
- Business planning.
- Business analysis.
- Business relationship management.
- Presentation.

Career and Application Information:

Preferred Job Category : Business Development, Sales & Marketing

Looking For : Mid-Level Job

Available For : Full Time

Preferred District : Anywhere in Bangladesh.

Preferred Organization Types : RMG, FMCG, Automobile companies, Pharmaceutical, Advertising Agency, Event Management, Development Agency, Trading or Export/Import, Public Relation Companies, Market Research Firms, Airline, Direct Selling/Marketing Service Company.

Language Proficiency:

Language	Reading	Writing	Speaking
English	High	High	High

Personal Details :

Father's Name : Monjur Hasan
Mother's Name : Eliza Hasan
Date of Birth : December 15, 1989
Gender : Male
Marital Status : Unmarried
Nationality : Bangladeshi
National Id No. : 7351213512
Religion : Islam
Permanent Address : 11/8, Shohid Sufi shomaj road, North kalibari, -7800, Faridpur Sadar, Faridpur 7800
Current Location : Dhaka