Curriculum Vitae Of MD. AFAZ UDDIN

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OBJECTIVE:

Having a competent professional and buildup career at real-estate and retail business experience. Now I am seeking a mid level opportunity in Business Development department in your renowned company. This position is in accordance with the professional background and work experience I've ever done and I will try to provide the best in the possession.

SPECIAL QUALIFICATION:

- Client service & making relationship
- Event Management & Planning
- Business planning & Observation
- Expert in Advance MS Office

- Business analysis & development
- Sales Monitoring & improvement
- Cash control & reporting
- Employee overseeing.

EXPERIENCE:

Total Year of Experience : 5 Year(s)

1. Building Technology & Ideas Itd (Bti), 113/A Gulshan-1, Dhaka.

Consultant Sales (June 01, 2020 - Continuing)

Department: Sales.

Responsibilities:

- Follow up to the prospective buyer and record all daily/ weekly/ monthly flow up status.
- Attend to daily/weekly/ monthly team meeting.
- Set individual sales target and achievement planning.
- Outdoor prospect visit and then project/ site visit.
- To arrange customer's meeting with Team Leader.
- Financial analysis, feasibility checking, market survey and always update with the market price of the competitors.All kind of sales support to the customer's.
- 2. Rupayan Group, 72 Mohakhali, Dhaka.

Executive Sales (Feb 05, 2019 - May 30, 2020)

Department: Sales.

Responsibilities:

- B2B & B2C marketing and searching potential prospect and buildup relationship.
- Follow up to the prospective buyer and record all daily/ weekly/ monthly flow up status.
- Outdoor prospect visit and then project/ site visit.
- Financial analysis, feasibility checking, market survey and always update with the market price of the competitors.All kind of sales support to the customer's.
- 3. Apex Footwear Ltd, Gulshan -1, Dhaka.

Store Manager (Feb 05, 2017 - Jan 25, 2019)

Department: Retail

Responsibilities:

- Oversee all of the daily operations.
- Corporate sales, General sales & customers service. Monitoring inventory retail stock.
- Manage employees, including hiring, performance evaluation, scheduling and assigning duties and responsibilities.
- Review the daily weekly and quarterly financial data of the store.

4. Hotel SiesTa Bogra.

Sales & Reservation Executive_(May 1, 2015 - December 30, 2016)

Department: Front Office

Responsibilities:

- Organised Event, Planning & Management successfully.
- Build a good relationship with different types of Customers.
- Maintain front office, control cash, daily & Monthly ledger books.
- Corporate sales & maintain good relation with corporate clients.

ACADEMIC QUALIFICATION:

Masters of Science (M.Sc)

Major: Statistics; CGPA: 2.83 Out of 4; Passing Year: 2015

Institution: National University, Bangladesh.

Bachelor of Science (B.Sc)

Major: Statistics; CGPA: 2.60 Out of 4; Passing Year: 2014

Institution: National University, Bangladesh.

Higher Secondary School Certificate (H.S.C)

Major: Business Studies; CGPA: 3.60 Out of 5; Passing Year: 2009

Institution: Govt. Azizul Haque College, Bogra Secondary School Certificate (S.S.C)

Major: Business Studies; CGPA: 4.81 Out of 5; Passing Year: 2007

Institution: Bogra Zilla School, Bogra

OTHER CURRICULUMS:

Computer Course: Completion of Certificate in computer Application under Technical Education

Board, Dhaka (MS Word, Excel, Power Point, Internet Browsing and Emailing).

Communication Skill: Average Communication skill both writing and speaking in Bengali & English.

Camping : Participated and successfully completed Annual Camp & Capsule Camp

Training under Bangladesh National Cadet Core (BNCC), 3 Mohastan

Regiment, Bogra.

Hobby: Painting, Guitar Playing, Photography and Traveling.

PERSONAL DETAILS:

Father's Name : Md. Ansar Ali
Mother's Name : Mst Zarna Begum
Date of Birth : December 1, 1992

Gender : ye
Marital Status : Married
Nationality : Bangladeshi

National Id No. : 19921022008000104

Religion : Islam

Permanent Address : Vill-Malgram (Uttarpara) P.S+P.O+Dist-Bogra

Current Location : Middle Badda, Dhaka.

REFERNCE:

Reference: 01 Reference: 02

Aminul Islam Jahid Rayhan

Head of Department (Statistics) BRAC Bank Limited (Credit Analyst)

Govt. Azizul Haque College, Head Office, 220/B, Tejgaon-Gulshan Link Road,

Bogura-5800 Dhaka-1212 017-122-17225 01717947701

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I do hereby declare that the particulars provided here are true and no missing information is given.

Thanks & Best regards

Md. Afaz Uddin