



Md Rasheduzzaman Khan

Marketer

Sales

Innovator

Asst. Manager | Corporate Account | Japan Auto Market

+880 1939900545

rashedkhan545@gmail.com

www.linkedin.com/in/rashed-khan545

7+

Years Experience

200+

People Management

Technical Skills

- SQL
- Excel
- Tableau | PowerBI
- Google Analytics
- Google Data Studio

Soft Skill

- Management
- Marketing & Sales
- Business Analyst
- Operation
- Strategic Planning

Organization

- Japan Auto Market
- Foodpanda
- Genex – Uber | Robi
- Elegant Group
- Banglalink

Industry –

- Automobile E-commerce & BPO
- Telecommunication

Working on

- R, Python, Statistics
- Digital Marketing

Interest - Management, Operation, Market Analysis, Project Management

PROFESSIONAL EXPERIENCE

❑ Asst. Manager | Corporate Account | Japan Auto Market | Jan 2021– Present

- Work with Japanese and European car brand to have a strong stand to forces sales and brand growth for preorder and readystock.
- Reach target customer, consult customers depending on requirement, offer best deal for their purchase, calculate the costing, manage documentation and close the deal are core of work.
- 30% sales conversion. 20% of sales contribution of total sales. Reached to thousands of Md's of Group of companies and Served hundreds of customers. Mostly work with Japanese and European brand.

❑ Team Lead | Partner Operation | Foodpanda | | Apr 2019 – July 2020 | 1.5 Years

- I lead 35 team players to serve 15000 business partners across the country and develop this department from scratch. Introduce Employees KPI & define measurable operation performance.
- Support restaurant through different channel to ensure vendor satisfaction and alignment.
- Service delay reduces by 90%, and practical support capability increases by 95%. Team performance increased by 250%. Lead different project such as, Vendor Delayed Order Accept, Pre-order, Order Cancellation, Duplicate-order, Vendor and Customer Payment, Employees Innovation.
- Bringing innovation and introduce automated solutions to improve the effectiveness and efficiency of operation.

❑ Team Lead | Uber | Genex Infosys Ltd | Jul 2017 – Mar 2019 | 1 yr 9 mos

- As a first-team lead for the uber process in Bangladesh, I ensure smooth customer satisfaction and develop strategy of 250 employees and 25 own team members from scratch and guide 20 more team leads, including QA and Trainer. Make operation performance reporting structure of the process.
- Analyze service data, including finding the dented area to bring improvement & make sustainable growth.
- Innovate ideas to make uber service smoother such as – partner challenges, service challenges.

Executive | Robi | Genex Infosys Ltd | Sep 2015 – Jun 2017 | 1 yr 10 Mos

- As for the non-voice digital team of Robi Axiata limited, Bangladesh, I work with ensure customer satisfaction through digital platform.

Asst. Merchandiser | Operation | Elegant Group | Feb 2014 – May 2015 | 1 yr 3 mos

- I was responsible for monitoring overall operation of around 1200 workers and coordinate different departments to ensure shipping on time with no error.

Internship | Islami Bank Bangladesh Ltd | Sep 2013 – Nov 2013 | 3 mos

- I have worked with different departments to understand the banking system.

Careline Trainee | Banglalink | Jul 2011 – Feb 2012 | 8 mos

- Ensure customer better experience for their query, complaint and feedback.

EDUCATION

- **Master of Business Administration [MBA]** | University Of Dhaka | Marketing | CGPA- 3.5 | 2021
- **Bachelor of Business Administration [BBA]** | East West University | Marketing | CGPA- 2.61 | 2013
- **Higher Secondary Certificate [HSC]** | Dhaka Commerce College | Business study | CGPA- 4.60 | 2008
- **Secondary School Certificate [SSC]** | Badda Alatumnesha High School | Business study | CGPA- 4.63 | 2006

EXTRA-CURRICULAR ACTIVITIES

General Secretary | Dec 2009 – Apr 2012 | 3 Years

Creative Marketing Club, East West University

Responsible for execution of all the events, by coordinating and leading students of different departments with planning and sharing creative ideas.

CERTIFICATION

Coursera | Specialization | Data Analysis

- [Business Statistics and Analysis](#)
- [SQL for Data Science](#)
- [Data Visualization with Tableau](#)

Udacity | Nano-Degree Program | Analytics

- [Business Analytics](#)
- [Marketing Analytics](#)
- [Intro to Programming](#)

Coursera | Specialization | Leadership & Sales

- [Organizational Leadership](#)
- [The Art of Sales](#)
- [Strategic Sales Management](#)

Coursera | Professional Certification

- [Google Project Management](#)
- [Google Data Analytics](#)

REFERENCE

Mahammad Rayhan

HR Manager
Elegant Group | 01612-686499
rayhanhrm@gmail.com

Mahmudul Hasan

Regional Senior lead of Central operations (APAC) –
Malaysia - foodpanda | 01716-094653
mahmudul.hasan@foodpanda.com

Dear HR,

I am writing this mail to let you know my great interest in a position Of "Marketing/Sales MANAGER".

My Career Intro:

I prefer to introduce myself as a marketer. I have completed my BBA and am doing my MBA in marketing. Currently, I am working as assistant sales and marketing manager in an automobile industry at Japan Auto Market. I am to ensure sales of Japanese and European brand for both preorder and ready stock car. I have a total of 8 years of experience in 6 different organizations with a 4 years leadership role. In short, I worked on Customer, Sales, leadership and operation. Eventually, it's a combination of skills to perform for business customer market.

KeyWord: Management, Sales, Marketing, Operation, Business Analyst, Digital Marketing.

Why Do I Apply for the Position:

Currently, I am working as assistant sales and marketing manager of automobile industries. I am to maintain relationship with high value customer for Japanese and European car brand. I complete the cycle from reaching target customer to close the deal with offer best deal of purchasing car. At the same time, I have experienced in managing team for 4+ years. I have managed more than 200 team player in my career. I have also worked on customer experience in banglalink and robi, handle partner account in foodpanda and uber, in e-commerce industries. I have also done my graduation in marketing major and doing my MBA in marketing from dhaka university.

My recent job role is quite similar with your job description and my previous experiences and education will help me to adopt the role with more expertise including additional strength.

My Additional Strength:

Data analysis and digital marketing is one of my interested field. I have learned SQL, Excel, PowerBI, Tableau, Statistics, data and business analytics. These data analytics help me to find the answer of a question and drive me to take effective strategic business decisions. I am also updating myself to acquire digital marketing expertise. Since marketing is my study and working field so it helps me to make marketing strategies and manage activities.

I had an opportunity to lead Uber process and partner operation of foodpanda from the very scratch. Departmental development from beginning to mature position helps me understand the entire cycle of a business process. I have experience in different industries and departments that enable me to work in a challenging and versatile position. In short, I work for business with package skill, and I don't prefer to limit myself.

Please visit my LinkedIn profile: www.linkedin.com/in/rashed-khan545/

It would be great to have an interview session with your organization to find the mutual benefits.

Sincerely

Md. Rashedushzaman Khan
01939900545