



MD SHAFAYET ALI RATUL

Sr. Principal Officer

CONTACT ME AT

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Bashundhara,Vatara, Dhaka-
1229,
Bangladesh

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SKILLS SUMMARY

•••• Sales

•••• Communication

•••• Leadership

•••• Territory Management

•••• Staff and User Training

•••• MS,Excel,outlook,PPT

AWARDS RECEIVED

Most Outstanding Employee of
the Year, Samsun CE
Bangladesh (2017-2018)

Best Feature Trainer, Samsung
CE Bangladesh.(2019)

Best Leader Of Zone ,Walton
Bangladesh (2020)

PERSONAL PROFILE

I am a Divisional Monitor with holistic knowledge of Sales development. I am also experienced in coordinating conjunction with Distributors & Sub-Dealer as a Trainer.

Work Experience

Sr. Principle Officier (Corporate Sales)

Walton Bangladesh | Jul 2019 - present

- Corporate Sales, Dealer coordination, Business planning, and implementation across multiple Work.
- Create Corporate Clients, Distributors.
- Responsible for sales screw Mold & Die product
- To develop market & create new customer make yearly & quarterly and monthly sales target
- To followup team performance.

Territory Sales Officer (TSO)

Samsung Electronics Bangladesh| 03 Oct 2017 - 30 June 2019 (1.7 Years)

- Visiting all electronics brand showrooms dealer shop.
- providing training about all Samsung CE products.
- share product knowledge to showroom people.
- Take care of branding, visual merchandising, sales collection report.
- Collecting competitors report.

Flight Deals of Akhtar group.

Junior Executive and Sales | Reservation and ticketing
(3rd march 2017 to 30 September 2017)

- Providing Airlines Ticket (Us Bangla, Novo air,Regent air, Bangladesh Biman)
- Visa, hotel booking and customer's service. (Domestic or internationals).

Asiatic Marketing Communication

Internship | (16 August 2016-15 November ,2016)

Junior Clint service Executive From (1st December, 2016 to 28 February 2017)at Asiatic JWT Digital, Banani Dhaka.

- Managing social media activities of different Facebook Pages and answering general inquiries from customer (community engagement)

AWARDS & CERTIFICATES

- “Proshikha Human Resource Development Center Trust”
- Certificate from “Green Talent Search 2013-2014. (IUB)”
- Certificate from “Environment Development Traffic Solution 2012-2013. (IUB)”
- Certificate from “Division of Student Affairs (DOSA) IUB convocation volunteering”.
- Certificate from “ Base Camp of Bangladesh”

REFERENCE

Saad Bin Hasan
Head of Sales & Partner Management ,
Consumer Electronics Business at
Samsung.
Mobile: +88 01777741116

Md. Ismail Hossain Siddiki
Senior Executive at
Grameenphone Ltd,Commercial
Division .
Mobile: +88 01711504058

EDUCATIONAL HISTORY

Comilla University

EMBA| Jan 2018 - Dec 2020

- Studied about Professional Course Of Marketing.
- GPA: 2.90
- Thesis involved studying several technology companies and optimizing their product business. (On going)

Independent University of Bangladesh (IUB)

BBA| Dec 2012 - Dec 2016

- GPA: 2.20
- Major in marketing.
- Minor in Communication.

H.S.C

Comilla Commerce College,Cumilla, 2011

Business Studies

- GPA: 3.90

S.S.C

Jangalia Power Development Board, Comilla, 2009

Business Studies

- GPA: 4.44

PERSONAL BACKGROUND

- Name: Md. Shafayet Ali
- Father's Name: Late-Md. liaquat Ali
- Mother's Name : Rowshan Ara Parvin
- Permanent Address : Village: Balarumpur, Post Office: Halimanagor, District: Comilla
- Present Address : Block C, Road 8, House 215, Bashundhara R/A , Dhaka.
- Date of Birth : 31 January 1994
- Nationality : Bangladeshi
- Religion : Islam.
- Height : 6'