

# Resume Of Fazlay Rahaman



## **Mailing Address:**

16/A, Larmini Street  
Flat # A-1, Sourav Apartment  
Wari, Dhaka- 1203

Mobile Number: 01681-233180

E-mail: fazlayrahaman0841@gmail.com

## **Career Objective**

To secure a job in any sector where I can utilize my achieved knowledge for the organization's growth and development, and to build a challenging career in this highly competitive world and seek an opportunity to be one of "The Best" skilled in any suitable responsible position as well as an established one.

## **Academic Qualification**

### ❖ Bachelor Of Science in Electrical and Electronics Engineering

Name of institution : Stamford University of Bangladesh.  
CGPA : 2.67(out of 4.00)  
Year of passing : 2016

### ❖ Higher Secondary Certificate (H.S.C)

Name of institution : Dhaka Model Degree College  
Passing Year : 2011  
Board : Dhaka  
Group : Science  
Result : GPA:3.70

### ❖ Secondary School Certificate (S.S.C)

Name of institution : Shahid Nabi High School  
Passing Year : 2009  
Board : Dhaka.  
Group : Science  
Result : GPA:4.88

## **Language Proficiency**

Bengali (Mother Language).

English (Speaking, Listening, Writing, and Reading ability).

## Personal Profiles

Name : Fazlay Rahaman Rabbi  
Father's Name : Md Fazlul Hoque  
Mother's Name : Rozina Hoque  
Permanent Address : 16/A, Larmin Street, Flat # A-1, Sourav Apartment  
Wari, Dhaka- 1203.  
Home District : Comilla.  
Date of Birth : 13.06.1994  
Sex : Male  
Height : 5'7.5"  
Religion : Islam  
Nationality : Bangladeshi (by birth)  
Marital Status : Married  
Blood Group : A (+ve)

## Hobby

I have a great interest in Sports as like Cricket and Pool.  
As usual I use to watch TV as like Sports, movie. And Internet browsing,  
gossip with my friends when I get time.

## Personal Strengths

- Good communication interpersonal skill.
- Self-motivated.
- Positive attitude.
- Ability to work independently.
- Quick decision making ability.
- Driving
- Bike Riding

## Experience

Worked as a Marketing Officer at Yamaha Motorcycle Bangladesh (ACI MOTORS) from  
June 2018 to December 2020.

**Job Location-** Dhaka City

### ➤ Job Responsibilities :

- Achieving the sales target for the respective product periodically.
- Analyze market data and provide feedback to get maximum sales volume.
- Give idea for promotional activities to facilitate events, such as, organize vehicle fair, road show, demonstration, etc.
- To develop Dealer and Showroom Sales.
- To expand network across the concern area to increase sales.
- Identify and contact with potential customers for new business opportunities.
- Communicating with target customer and managing customer relationships.

- Preparing of periodically sales report and submit to the management.
- Analyze competitor's activities and give the feedback to the superior time to time.
- Identify the new business areas and enhance sales accordingly.
- Any other job assignment assigned by the Management from time to time.

### Training

During this job, I have done three training based on my Job responsibilities which are given bellow.

- Product Knowledge and Selling Techniques
- On The Job Coaching
- Time and Territory Management
- Communication Skill at Work Place
- Types of Customers and Their Behavior

### Reference

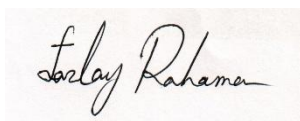
Shamim Ahmed Rasel  
General Manager, ACI MOTORS  
ACI LIMITED  
Mob- 01711157685

A S M Saifullah  
APS to honourable chief Justice  
Supreme Court of Bangladesh  
Mob- 01717115713

### Certification:

I, the undersigned, certify to the best of my knowledge and belief that these date described my qualification and me correctly. I understand that any willful misstatement described here it may lead to my disqualification or dismissal, if employed.

Signature



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**Fazlay Rahaman**