

## **Resume of Md. Nasir Uddin**

M. S. S in Social Work

National University

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Cell: 01303-226268.



### **Career Objective:**

Seeking a quality environment where my knowledge and skills can be share. I always wish to work with the potential of myself. So I want a Place Where I can contrivance my energy as well as thought and knowledge.

### **Employment History:**

#### **Asst. Manager, Marketing (01 July, 2020 – To till now)**

Runner Auto Mobiles Bangladesh Ltd.

138/1, Tejgaon I/A Dhaka-1208.

#### **Duties/Responsibilities:**

1. Work for Two wheeler Customer service department to improve Dealer operation in the field. Hands on training given to Dealer & COCO staff to improve service quality to avoid customer complaint.
2. Closely work with Dealer & COCO staff and monitor day to day DLR & COCO operation and improvement. Analysis to identify gap and assist dealer to improve customer's satisfaction.
3. Effective problem solving skills including decision making, time management and immediate prioritization of tasks as assigned.
4. Ensure and Monitor dealer's KPI such as Service Incoming/Retail sales of spare parts and engine oil, Customer satisfaction level. Ensure timely updates of the reports and documents which required by management.
5. To make sure parts availability at dealership to enhance business profitability with customer satisfaction. Communicate customer directly for survey and identify the problems. Possibly delegating certain customer enquirers to specific teams.
6. Work successfully in a team environment as well as independently. Generating HSP & PRS to create additional sales with customer satisfaction in rural area. A thorough knowledge of the product or service the company they work for is offering.
7. Report to management daily, weekly & monthly update situation. To perform any other duties and responsibilities assigned by the management time to time.

#### **Sr. Executive, Marketing (Sep 1, 2019 – 10 June 2020)**

Bproperty.com Ltd.

Lotus Kamal Tower 2 (Level 12) 59,61 Gulshan Avenue, Gulshan-1, Dhaka-1212

#### **Duties/Responsibilities:**

1. Responsible for direct sales of real estate property both rental and sales into new and existing online and inline retail account.
2. Assist to develop implementation and manage a sales strategy to achieve aggressive sales goals, as well as to aide in the acquisition of new vendors and product lines to expand the **Bproperty** portfolio.
3. Develop strategic online and offline partnerships that will support Company fulfillment and direct sales programs.
4. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
5. Keep abreast of best practices and promotional trends.
6. Work with the internal sales team to pursue key prospects.
7. Personally pursue and close key sales opportunities, managing the sales process.
8. Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas.
9. Identify, engage and assist in the development of vendor/flat owner programs for new product lines.
10. Build professional and trusting relationships with key customers, leverage existing relationships.
11. Create clear, precise and properly detailed client program documentation.
12. Using knowledge of the Internet/e-commerce and traditional retail to prospect, cultivate and execute strategic partnerships, with both customers and product vendors, and develop and manage these ongoing relationships.

**Executive, Marketing (April 4, 2017–Aug, 10, 2019)**

TVS Auto Bangladesh Ltd.

Company Location: 304, Tejgoan I/A (3<sup>rd</sup> & 4<sup>th</sup> Floor), Dhaka-1208

Department: Sales & Marketing (Two Wheeler)

**Duties/Responsibilities:**

1. Achieves marketing and sales operational objectives by contributing marketing and sales and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining system improvements; implementing change.
2. Meets marketing and sales financial objectives by forecasting requirements; preparing an annual information l budget; scheduling expenditures; analyzing variances; initiating corrective actions.

3. Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions; projecting expected sales volume and profit for existing and new products; analyzing trends and results; establishing pricing strategies; recommending selling prices; monitoring costs, competition, supply, and demand.
4. Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
5. Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
6. Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development.
7. Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
8. Provides information by collecting, analyzing, and summarizing data and trends.
9. Protects organization's value by keeping information confidential.
10. Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
11. Accomplishes marketing and organization mission by completing related results as needed.

### **Supervisor (August 01, 2013 to March 30, 2017)**

**Unilever Bangladesh Ltd** (Project Pallydut)

Company Location: DOHS Road No.3 Mohakhali, Dhaka

Department: Sales & Marketing

### **Duties/Responsibilities:**

1. Responsible to forecast market needs, assist in planning project launches sequence to check and balance to ensure yearly sales target.
2. Arrange & Execute Achieving the Territory wise Sales Target and maximizing unit-wise sales achievement.
3. Maintain strong relationships with the customers, dealers, distributors, business associates, mass merchandisers to resolve issues if any.
4. Provide information to the distributors and customers of the assigned market about the new or improved products of the company.
5. To drive both strategy and tactical operations for both existing and New Product Development (NPD).
6. Collect data and information regarding competitors, their market share etc for future market planning and developing policy.
7. Monthly, Quarterly & Yearly sales forecasting, planning, organizing, evaluation and preparing the action plans

8. Continuous improvement of self and organization.
9. Implementing the sales plan in the focus of company policies, vision and mission.
10. Organizing the sales team to achieve the preset goal.

**Academic Qualification:**

Exam Title	Concentration/Major	Board	Result	Pass.Year	Duration	Achievement
M.S.S in Social Work	Social Work	National University	First Class, Marks :65%	2013	One year	1 <sup>st</sup> Class
B.S.S in Social Work	Social Work	National University	Second Class, Marks :58%	2012	Four years	2nd Class
HSC/Alim	Humanities	Madrasha	GPA:5.00 out of 5	2008	Two years	A+ Grade
SSC/Dakhil	Humanities	Madrasha	GPA:4.50 out of 5	2006	Two years	A Grade

**Extra-Curricular Activities:** Singing, Reading, Traveling, Curious about world affair.

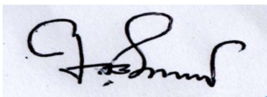
**Computer Literacy:**

Package : MS Office [MS Word, MS Excel & MS Power Point], Good typing  
Speed both English & Bengali. Browsing, E-mail & communication.

**Personal Details:**

Father's Name : Md. Shah Jahan Mizi  
 Mother's Name : Rehana Begum  
 Date of Birth : December 15, 1991  
 Gender : Male  
 Marital Status : Married  
 Nationality : Bangladeshi  
 Religion : Islam (Sunni)  
 Permanent Address : Village: Charvagul, P.O: Nayahat bazar-3600, Faridgonj, Chandpur  
  
 Current Location : Dhaka

I declare that the above details are true to the best of my knowledge & belief.



Md. Nasir Uddin  
 Date: .....