



## FAZLAY HOSSAIN CHOWDHURY

An experienced, Aggressive, Dynamic and Dedicated Sales grounded person. Dares to dream and make it happen. Holding responsibility to develop B2B and B2C sales for different Product and service for last 6 years Also skilled in managing startups. Possesses impeccable integrity, passion to win, and Believes in trust, truth and team work. Committed to continuous improvement through learning and innovation.

### CONTACT



01711-083270



rabby785@gmail.com



Address & Location

Flat 5-A (5th floor)  
House : 41/10. Block C.  
Chanmiya Housing,  
Mohammadpur, Dhaka -

### EDUCATION

#### MBA

**2015 - 2016**

Institute: Jagannath University  
Major: Accounting &  
Information System  
Result : 3.13 Out of 4.00

#### BBA

**2009 - 2013**

Institute: State University of  
Bangladesh  
Major: Accounting  
Result : 3.08 Out of 4.00

#### HSC

**2006 - 2008**

Institute: Dhaka Commerce  
College (Dhaka Board)  
Major: Business Studies  
Result : 4.60 Out of 5.00

#### SSC

**2001 - 2006**

Institute: Feni Govt. Pilot High  
School (Cumilla Board)  
Major: Business Studies  
Result : 4.63 Out of 5.00

### WORK EXPERIENCE(2011-Continue)

#### AUSPICIOUS / KEY ACCOUNT MANGER

**DECEMBER 2018 - CONTINUE**

**Company Location:** House#Kha-44, Flat#A4 (3rd Floor) Bashtola Moshjid  
Road Shahajadpur, Gulshan, Dhaka-1212

**Department:** Sales & Marketing

##### Duties/Responsibilities:

Responsible for managing the Sales Team (Civil) identifies the feasibility of the new business, marketing and business development of existing products and services.

1. Liaison with different Govt. and Private executive's bodies and personnel
2. Business Development by rolling a team with effective sales strategies
3. New Business Initiative by researching the latest products, services and looking for new business opportunities in Bangladesh
4. Monitor project operations and make a corrective action plan for all projects; sourcing & negotiate with the suppliers, overall control the procurement and liaison with different stakeholders.

#### ASIAN PAINTS (BD) Ltd. / SR. CORPORATE SALES IN CHARGE

**APRIL 2016 - DECEMBER 2018**

**Company Location:** House # 428/A (5th floor), Road # 30, New DOHS  
Mohakhali, Dhaka -1206

**Department:** Corporate Sales

##### Duties/Responsibilities:

1. Responsible to develop a balanced Corporate network and acquire new business.
2. Achieve value, volume & product wise monthly sales and collection targets.
3. Develop and maintain strong business relationship with all stakeholders.
4. Manage the credit / receivables effectively.
5. Proper understanding & implementation of company policies and company promotions.
6. Timely reporting on all aspects of market activities.
7. Take proactive approach to resolve all customer issues and complaints.

## SKILLS

### #1 CORPORATE SALES

### #2 BUSINESS DEVELOPMENT

### #3 MARKETING

### #4 ADVANCED EXCEL

### #5 DIGITAL MARKETING

### #6 E-GP TENDER

### #7 PHOTOSHOP

### #8 ILLUSTRATOR

### #9 PREMIER PRO

### #10 AFTER EFFECT

### #11 PHOTOGRAPHY

### #12 MOTORCYCLE

### #13 LANGUAGE (BANGLA)

### #14 LANGUAGE (ENGLISH)

## REFERENCE

### Hasan Mahmud

#### Vice Precedent

Organization: AUSPICIOUS

Address: House#Kha-44, Flat#A4 (3rd Floor) Bashtola Moshjid Road Shahajadpur, Gulshan, Dhaka-1212

Relation : Professional

PHONE: 01717290355

E-mail :

h.mahmud@auspiciousbd.com

### Nipa Saha

#### Assistant Professor

Organization: State University of Bangladesh

Address: Bljoy Campus, 138 Kalabagan, Mirpur Road,Dhaka-1205

Relation : Academic

Phone: 01937692200

E-mail : nipa@sub.edu.bd

## WORK EXPERIENCE

### SMART TECHNOLOGIES (BD) Ltd / EXECUTIVE

SEPTEMBER 2014 - MARCH 2016

**Company Location:** Yakub South Center, 156 Mirpur Road (2nd Floor), Lake Circus, Kalabagan, Dhaka-1205

**Department:** Corporate sales

#### Duties/Responsibilities:

1. Develops a business plan and Corporate sales strategy for the market that ensures attainment of company sales goals and profitability.
2. Initiates and coordinates development of action plans to penetrate new markets.
3. Provides timely feedback to senior management regarding performance.
4. Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
5. Maintains accurate records of all pricings, sales, and activity reports and submit to supervisor.

### GRAMEEN PHONE LTD. / CUSTOMER MANAGER

OCTOBER 2011 - AUGUST 2014

**Company Location:** Nitol Niloy Tower Plot # 42 & 69` Nikunja North C/A Airport Road, Dhaka, Bangladesh

**Department:** Customer Service, Commercial Divisions

#### Duties/Responsibilities:

1. Provide one-stop quality Customer Service over phone to ensure positive customer experience.
2. Proactively aware/inform customers regarding products/service
3. Capture customer insights and escalate critical issues / complaints and provide timely feedback Maintain targeted KPI on a regular basis
4. Serve customers with helping attitude and thus play a significant role in customer satisfaction, retention, and acquisition. In this way enhance Grameenphone brand image.
5. Work on different skill at a time
6. Communication with related sector
7. Serve Hotline1200, 155, 2111, 2525.

## PERSONAL INFORMATION

Father's Name : Late. Motahar Hossain Chowdhury

Mother's Name : Late. Shaheen Akter Chowdhury

Date of Birth : January 22, 1991

Gender : Male

Marital Status : Married

Nationality : Bangladeshi

National Id No. : 8670272486

Driving License No. : DK0355512CL0009

Current Location : Dhaka

