

MD MOSHIUR RAHMAN

111, Mitali R/A, Raynagar, Rajbari, Sylhet-3100

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**Career Objective**

Determined to work for an organization where responsibility and commitment are required, where dignity of works provides job satisfaction and place of work provides potential avenues for learning, growing & developing to achieve the level of hierarchy

**CORE COMPETANCIES**

* Sales/Operation Management
* Distribution/Dealer/Retail Management
* Key accounts management
* Strategic Planning and decision making
* People management
* Inventory Management
* Service Management

**PROFESSIONAL EXPERIENCE**

* More than 10 years’ experience in leading MNC and Local organizations
* Presently associated with **Rahimafrooz Renewable Energy Limited** as **Regional Sales Head** at Sylhet Region
* Previously associated with **Novartis Bangladesh Limited** and **RAMS SOFTEL** as **Regional Manager**
* Successfully managed business operations as well as achieved year on year growth in business and revenue targets across assignments
* An enterprising leader with proven dexterity in leading and directing personnel toward accomplishment of corporate goal
* Expert in setting up new channels & energizing low performing channels of strategic importance to organization
* Highly organized, committed and decisive leader with exceptional communication and interpersonal skills

**EMPLOYEMENT HISTORY**

**Rahimafrooz Renewable Energy Limited 1st November 2018 – Till Now**

**Regional Sales Head – Sylhet**

* Managing **52** assigned Dealers in **Sylhet Division**
* Managing a team over **30** people where **06** TSO and 06 In Charge Develop competencies and processes required creating an effective and efficient sales organization
* Ensure availability and visibility of product in retail
* Design & implement effective and balanced retailer channel mapping
* Strengthen and convey effective trade relationship to accelerate Retailer channel development
* Convert traders and competitor’s channel partner into Rahimafrooz folder
* Increase numerical distribution reach & ensure growth in market share
* Redesign the RA business in sylhet Area

**Achievement:**

* Best Area in 2018-19 with 17 % Revenue growth and 21 % retail base growth
* Successfully implemented DX (Distribution Expansion) project, by which I ensured proper deliver route plan and reduced delivery cost to 4%
* Successfully lunched Q-leap program by which I have selected low volume potential territory and turned that territory in high volume territory

**Novartis Bangladesh Limited 1st March 2016 to 10th November 2018**

**Regional Manager – Dhaka & Mymensingh Region**

* Manage a team with full responsibility
* Sales Achievement
* Market research
* Customer handling
* Product promotion
* Key account management
* People Development
* Report writing
* Territory management
* Credit control

**Achievement:**

* Annual Excellence Award receive for 1st position of 2017 as a Regional Manager
* Nationally best RM for 2 times based on quarterly performance
* Nationally best team award for 2018

**Novartis Bangladesh Limited 1st April 2013 to 28th February 2016**

**Territory Manager-Mymensingh Territory**

* Sales Achievement
* Market research
* Customer handling
* Product promotion
* Key account management
* People Development
* Report writing
* Territory management
* Credit control

**Novartis Bangladesh Limited 1st April 2012 to 31st March 2013**

**Senior Medical Information Officer-Mymensingh Territory**

* Sales Achievement
* Market research
* Customer handling
* Product promotion
* Key account management
* People Development
* Report writing
* Territory management
* Credit control

**Novartis Bangladesh Limited 10th August 2010 to 31st March 2012**

**Medical Information Officer- Sylhet & Mymensingh Territory**

* Sales Achievement
* Market research
* Customer handling
* Product promotion
* Key account management
* People Development
* Report writing
* Territory management
* Credit control

**RAMS SOFTEL 1st June 2009 to 31st July 2010**

**Project Manager-Under Grameenphone Warehouse 2**

* Maintain Whole Project
* RBS Commissioning and Troubleshooting
* Microwave Commissioning and Troubleshooting
* GSM Antenna Testing
* Rectifiers (ASCOM,BSMC and Delta) testing and Troubleshooting
* Batteries (GNB,YUASA and NARADA) testing

**ACADEMIC QUALIFICATION**

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| --- | --- |
| **2016-2017**  2008-2009  2006-2007  2002-2006 | **Master of Business Administration(MBA)**  Jatiya Kabi Kazi Nazrul Islam University  Trisal, Mymensingh  Major: Finance; Minor: Marketing  CGPA: 3.47 on a scale of 4.00(8th Place)  PGD(IT)  Institute of Information Technology  Jahangirnagar University,Savar,Dhaka  Major: Information Technology  CGPA: 3.48 on a scale of 4.00(1st place)  Master of Science(MSc)  Dhaka College,Dhaka  National University  Major: Chemistry  2nd Class(55.7% Marks)  Bachelor of Science(4 yr Hons)  Ananda Mohan College,Mymensingh  Natoinal University  Major: Chemistry  2nd Class(48.62% Marks) |
| **2000-2001** | **Higher Secondary Certificate**  Nandina College,Nandina,Jamalpur  First Division, Science |
| **1998-1999** | **Secondary School Certificate**  Nandina M.H.K Pilot High School  First Division(80.2% Star Marks), Science |

**SKILLS**

**Computer Literacy**

Operating System − Windows XP, Windows 7, Windows 10

Application − MS office, Adobe Photoshop, and internet applications

**PERSONAL PROFILE**

**Name :** Md Moshiur Rahman

**Father’s Name** **:** Md Ramjan Ali

**Mother’s Name** **:** Mrs Mursheda Begum

**Date of Birth** **:** January 01, 1984

**Religion** **:** Islam

**Nationality** **:** Bangladeshi (By Birth)

**Marital Status** **:** Married

**Mailing Address** **:** 111, Mitali R/A, Raynagar, Rajbari, Sylhet-3100

**REFERENCES**

**Bishwajit Debnath Rana**

Regional Head

Dutch Bangla Bank Agent Banking

Sylhet

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**Shah Mohammod Maksudul Gani**

Head of Business

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