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**Md. Reazul Islam**



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# Career Summary:

* Working as Executive Sales at Uttara Motors Ltd. & have 03 years’ experience in Sales, & Marketing, branding, Strategic Business Planning, Positioning & Development area.
* A Growth Centric business leader, with variable record of successful business development through rich capability in distribution set up & also experienced in managing complex business by developing relationship, convincing & executing strategic business development plan & achieving final target.
* A result-oriented Sales professional, driven by the desire to excel business by utilizing new concepts, along with expertise in business planning, positioning & channel development
* Established track record of managing diversified teams & products by building rapport with stakeholders with interpersonal skill which increase revenues, market share & profitability.
* Passionate about directing new strategy, digital marketing, demand forecasting, business analysis, critical situation handling, product penetration strategy in competitive environment.

**Objective:** To work in the Sales Department & assure scalable business growth with functional excellence.

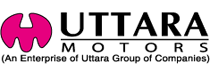
# Proficiencies:

* + Strategic Sales Management
  + Branch Management
  + Trade & Promotional work
  + Critical thinking & Creativity
  + Situational Leadership
* Business Analysis
* Distribution Network Design
* Emotional Intelligence
* People Management
* Marketing & product line development

# Personal Information:

**Date of Birth:** 26 Sept, 1992 **NID No:** 19923313081000433

# Working Experience:



1. **Organization Name:** Uttara Motors Ltd. (**Website:** utt a ra moto rsltd .c om )

**Designation 1:** Executive Sales **Duration:** From May’18 to till now

# Job Responsibility:

* + Leading the sales, marketing & business development activities of the company at the assigned area.
  + Communicating with customer, creating new customer & ensuring proper service to them.
  + Builds business by identifying and selling prospects; maintaining relationships with clients.
  + Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
  + Analyzing competitors’ activities & recommending & implementing sales strategies accordingly.
  + Sells products by establishing contact & developing relationships & recommending solutions.
  + Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
  + Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
  + Creating new dealers & helping them to sell the product to the end users.
  + Overseeing the payment issues & customer service issues & maintaining proper database.
  + Organizing different events & overseeing the branding issues of the company.
  + Prepares reports by collecting, analyzing, and summarizing information.
  + Maintains quality service by establishing and enforcing organization standards.

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# Achievement:



* + Leading the sales, marketing & business development activities at Rajshahi, Natore, Nogaon, Chapai- Nowabganj, area with functional excellence.
  + Monitoring the activities of one distributor & processing for deploying another distributor.
  + Achieving sales target of BDT 60 lac per month target.

1. **Organization Name:** Sajeeb Corporation 

**Website:** sa je e bgro up.c om. b d

**Designation 1:** Assistant Zonal Sales Incharge **Duration:** From Feb’17 to Jul’17

# Job Responsibility:

* + Present, promote & sell products/services using solid arguments to existing & prospective customers
  + Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
  + Establish, develop and maintain positive business and customer relationships
  + Reach out to customer leads through cold calling
  + Expedite the resolution of customer problems and complaints to maximize satisfaction
  + Achieve agreed upon sales targets and outcomes within schedule
  + Coordinate sales effort with team members and other departments
  + Analyze the territory/market’s potential, track sales and status reports
  + Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
  + Keep abreast of best practices and promotional trends & continuously improve through feedback**.**
  + Implementing the instructions from company & generating & submitting necessary reports.

# Major Achievements:

* + Handling the overall business of Shezan Juice, Coolson Macarony, Laccha Semai at Sherpur area by supervising the actives of 7 dealers.
  + Distributing task among 7 sales representatives, monitoring &evaluating performance.
  + Achieving monthly sales target of 50 lac at the assigned area.

# Academic Qualification:



* + MBA in Marketing from

Southeast University with CGPA 3.38 out of 4.00 in 2016

* + BBA in Marketing from



Asian University of Bangladesh with CGPA 3.41 out of 4.00 in 2014

* + HSC from Shafiuddin Sarkar Academy And College with GPA 4.10 out of 5 in 2009
  + SSC from Harbaid High School with GPA 4.25 out of 5.00 in 2007

# Training:

* + Participated in training on Salesmanship Skill (commercial Vehicle) from Bajaj Academy

**Soft Skill:** Teamwork, convincing, inspiring, influencing, negotiation, leadership skill.

**Computer Skill:** Sound in Microsoft word, excel & power point presentation.

**Language:** Fluent in Bangla and English

# References

1. Sayed Kamal Ashraful Haque, Manager & Branch Incharge, Uttara Motors Ltd., **Mobile:** (+88) 01711881036,
2. Md. Saiful Islam Khan, Area Manager, Uttara Motors Ltd

**Mobile:** (+88) 01713248152

# Signature: Date:

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