#### Executive, Field Sales

## Bangladesh Honda Pvt. Ltd.

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##### Vacancy

4

##### Job Description / Responsibility

* Sales & market share target achievement in each Dealership.
* Dealer wise-Model wise inquiry and Retail Sales Management.
* Develop skills of Dealership team with regular product & sales training.
* Forecast market demand and allocation of bikes to dealer.
* Conduct product promotion activities with d Sales.
* Collect market information, area market analysis and customer profile for organization use.
* prepare daily, weekly and monthly report and do the data analysis for management report.
* Assist in expansion of Dealer network & Dealer development activities.
* Regular travel in market for business expansion activities.

##### Job Nature

Full-time

##### Educational Requirements

Preferably MBA in Sales & Marketing

##### Experience Requirements

* 2 to 3 year(s)
* The applicants should have experience in the following area(s):  
  Sales, Brand Planning/Development, Relationship Management/Key Account Management, Market Research
* The applicants should have experience in the following business area(s):  
  Automobile, Multinational Companies, Manufacturing (FMCG)

##### Job Requirements

* Age 25 to 30 year(s)
* Experience in Sales, specially handling Dealer & Dealer development.
* Excellent communication skill both in written & verbal abilities of English.
* Conversant with MS Office applications.
* Good communication & negotiation skills.

Job Location

Dhaka Division, Gazipur, Munshiganj

##### Salary Range

Negotiable

##### Job Source

Bdjobs.com Online Job Posting

Top of Form

Bottom of Form

Apply Instruction

Send your CV to **career@bdhond.com** or [Click here](https://mybdjobs.bdjobs.com/mybdjobs/mail_form.asp?id=742429) to Email CV from **MY BDJOBS** account.

Along with your updated Resume please provide us the following information (must):  
  
1. Why do you apply to Honda?  
2. What & how will you contribute to Honda?  
3. Do you have motorcycle driving license? Do you have motorcycle?  
  
Note: Without above information no CV will be received.  
Applicant may visit our website: www.bdhonda.com

#### Applicant must enclose his/her Photograph with CV.

Application Deadline : **Dec 31, 2017**

##### Company Information

Bangladesh Honda Pvt. Ltd. Address : Saimon Centre, 3rd Floor, 4/A, Road - 22, Gulshan - 1, Dhaka - 1212 Web : [www.bdhonda.com](http://www.bdhonda.com)

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| --- | --- |
| Resume of  **Md. Shafiqul Islam Shafique**  Ukilpara, Durgapur, Netrakona  Cell: 01745-188828, 01920-173140  E-mail: [shafiqdurgapur@gmail.com](mailto:shafiqdurgapur@gmail.com) |  |

## 1. Why do you apply to Honda? 2. What & how will you contribute to Honda? 3. Do you have motorcycle driving license? Do you have motorcycle?

## **Explanation:** I am Md. Shafiqul Islam Shafique – I am complete MBS (Management). I am experienced in different sector such as Logistics Department, Pre-vocational Skill Development Training Program, Micro-Credit Management, Non-Formal Primary Education Program, Disaster Risk Reduction Management Program and Primary Health Care Program. Now this time I am interest to work Marketing Sector. Bangladesh Honda Pvt. Ltd is the pioneer Company of Spare Parts, Motor and Car Sector. I want to develop my career at marketing sector. I confident that my vision is fulfil to Honda as Executive, Field Sales. So I think I am fit and perfect for this position. If Bangladesh Honda Pvt. Ltd authority to give me an opportunity than I want to contribute my 10 years different sectorial experience, my dedications. I want to Branding Promotions, Customer demand create, customer satisfaction, communication build up to Dealer/customer. I have a valid Motor cycle driving license (NK0002142C00008). Now this time I have no motor cycle but last year have a motor cycle.

**Personal Details:**

|  |  |  |
| --- | --- | --- |
| Father's Name | **:** | Late Md. Abul Hossain |
| Mother's Name | **:** | Rahima Khatun |
| Date of Birth | **:** | 15 January, 1988 |
| Gender | **:** | Male |
| Marital Status | **:** | Married |
| Nationality | **:** | Bangladeshi |
| National Id No. | **:** | 7221804521095 |
| Passport No | **:** | BM0660289 |
| Motor Driving License | **:** | NK0002142C00008 |
| Blood Group | **:** | O+ |
| Religion | **:** | Islam (Sunni) |
| Permanent Address | **:** | Village - Ukilpara Post Office – Susung  Police Station – Durgapur District - Netrakona |
| Current Location | **:** | Village - Chowrasta Post Office – Chowrasta - 1702  Police Station – Joydebpur District - Gazipur |

**Educational Qualifications:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Exam Title** | **Concentration /Major** | **Institution** | **Result** | **Passed Year** | **Duration** | **Achievement** |
| Masters of Business Studies | Management | Anando Mohon College, Mymensingh,  National University | Second Class, Marks :94.67% | 2012 | 02 | Second Division |
| Bachelor of Business Studies | Business Studies | Susung Degree College,  National University | Second Class, Marks :97.71% | 2010 | 03 | Second Division |
| HSC | Business Studies | Susung Degree College,  Dhaka Board. | CGPA:4.1 out of 5 | 2005 | 02 | A Grade |
| SSC | Science | M.K.C.M Govt. High School, Dhaka Board. | CGPA:3.56 out of 5 | 2003 | 02 | A- Grade |

**Working History**

I have more than 10 years working experience in group of companies and development sector including various managerial activities in Pr-Vocational Skill Development Training Project (ROSC-II), Micro-Credit Program, Non Formal Primary Education Program, Rural areas Disaster Risk Reduction Projects, Primary Health Care Projects. I have provided a lot of training in various times to national NGOs. I have strong communication and negotiation skill to interpret government and donor agency. Monitoring, supervise and guide the activities through planned field visits and analysis of the project output. Now I believe long experiences made me capable to take any challenging role in different sector as a change agent with adverse situation. My working history are below –

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Designation** | **Organization** | **Projects/ Program** | **Duration** | |
| **From** | **To** |
| Manager (Admin & Logistics) | Z Express,  Capital Group of Companies | Logistics Division | 01 October, 2017 | To till now |
| Project Coordinator | Society For Underprivileged Families (SUF) | Pr-Vocational Skill Development Training Program | 01 July, 2017 | 03 September. 2017 |
| Branch Manager | Dushtha Shasthya Kendra (DSK) | Micro Credit Program | 11 February, 2017 | 30 June, 2017 |
| Project Manager | Dushtha Shasthya Kendra (DSK) | Non Formal Primary Education Program | 01 January, 2015 | 10 February, 2017 |
| Project Officer | Social Association for Developments of Bangladesh (SAD Bangladesh) | Disaster Risk Reduction  (DIPECHO-VII Project)  NARRI Consortium | 01 June, 2014 | 31 October, 2014 |
| Assistant Project Officer | Dushtha Shasthya Kendra (DSK) | Disaster Risk Reduction  (DIPECHO-VII Project)  DeSHARI Consortium | 01 May, 2013 | 31 May, 2014 |
| Assistant Project Officer | Dushtha Shasthya Kendra (DSK) | Disaster Risk Reduction  (DRR Project) | 01 June, 2012 | 30 April, 2013 |
| Community Health Worker | Dushtha Shasthya Kendra (DSK) | Primary Health Care Project | 01 March, 2008 | 31 May, 2012 |

**Training/Workshop/ Seminar:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Training/Workshop/ Seminar** | **Institution** | **Subject** | **Dates** | **Duration** |
| Basic Training | Society For Underprivileged Families (SUF) | Basic Conceptual knowledge on HR & Office Management | 02-04 July 2017 | 03 days |
| Basic Training | Micro Credit Program in Dushtha Shasthya Kendra (DSK) | Micro Credit and Office Management | 11-15 February 2017 | 05 days |
| Basic Training | Brac Learning Center, Mymensingh,   Brac | Basic Conceptual knowledge on Non Formal Primary Education | 03-08 January 2015 | 06 days |
| Training of Trainer | Brac Learning Center, Mymensingh,   Brac | Conceptual knowledge on Training of Trainer | 10-15 January 2015 | 06 days |
| Training on Early Warning & Master Trainer | NARRI Consortium & SAD Bangladesh | Basic Conceptual Knowledge on Early Warning System and Training of Master Trainer | 05-07 August 2014 | 03 days |
| Basic Training | Bangladesh Red Crescent Society (BDRCS), Organized by DiSHARI Consortium, DiPECHO-VII Project. | First Aid, Search and Rescue, Early Warning Related Training | 02-06 March 2014 | 05 days |
| Basic Training | Comprehensive Disaster Management Program (CDMP), Organized by DiSHARI Consortium, DiPECHO-VII Project. | Community Risk Assessment (CRA) Related Training | 18-20 November 2013 | 03 days |
| Disaster Management Forum (DMF) Training | Disaster Management and Vulnerability Studies,  University of Dhaka | Sphere Humanitarian Charter & Minimum Standards in Humanitarian Response | 11-13 October 2012 | 03 days |

**Key Knowledge and skills:** I have excellent capabilities and skills in the arena of different program on-

* **Training skill:** Have a good skill and knowledge on training/orientation/workshop. I have organized different training/workshop/meeting/orientation according to project plan with staff, beneficiaries and other stakeholders.
* **Communication skill:** I able to establish linkage, networking and liaison with GO, NGOs personnel and local bodies to deliver better services for community people and project activities implementation smoothly running.
* **Planning and Organizing Skill:** Timely and regularly basis develop monthly, quarterly and annual operating plan for the different training at field level. Follow up and assist to the subordinate staff for implementing properly manner in field level.
* **Documentation and Reporting Skill:** As per requirement of my present position preparing different type of report like monthly, quarterly and annual project progress report, presentation paper, successful case studies and survey finding on technical and non-technical areas.
* **Facilitation skill:** Facilitate the training with front line staff according their needs and problems. Facilitate learning session that enables both individual and group within the front line staff and community beneficiaries to articulate how they can attain their access to quality services.
* **Leadership skill:** Have good leadership skill to handle/manage front line staff for properly running & implementation project activities and solve different problems in field level.
* **Motivational Skill:** Have a strong motivation skill with colleagues, other officials and community level people to smoothly implementation project activities. Motivate the front line staff to identify and priorities their work and facilitate different way to operation of project activities.
* **Monitoring and evaluation skill:** Have enough skill and knowledge on monitoring system to collect and compilation data as required for project needs.

**Certification:**

I am Md. Shafiqul Islam Shafique, certify that the above information is true, complete and correct to the best of my knowledge; the above information correctly describes me, my qualification, my experience and me. I am understand that any miss-statement describe herein may lead to my disqualification or dismissal, if employee.

Md. Shafiqul Islam Shafique

Cell: 01745-188828, 01920-173140

E-mail: [shafiqdurgapur@gmail.com](mailto:shafiqdurgapur@gmail.com)