

MD. MUKTADER KHAN

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Career Objective:

To Secure a responsible career opportunity to fully utilize my training and skills while making a significant contribution to the success of the company, working collaboratively with sales team to achieve goals, increase revenue gains and the sales cycle of the company.

Career Summary:

I worked for many reputed companies and earned experience and knowledge in the field of marketing and sales over 12 years. I am an enthusiastic sales professional who excels at motivating others to achieve record sales numbers. My career accomplishment includes several awards for having the highest sales in my region, as well as exceeding quota requirements as the leader of a sales team of 10 more. I achieve my impressive sales outcomes through methods that are honest and representative of organizational character. As a leader, I am committed to motivating my team by nurturing relationship, providing reasonable sales goals and working right alongside my colleagues.

Employment History:

Total Year of Experience: 12.9 Years.

1. **Deputy Manager (Head of Product-CE-Mahindra & Mahindra & Lonking) -(September 1, 2019 - Continuing)**
Company Location: Rangs Bhaban, 117/A, Bijoy sharani, Tejgaon, Dhaka.

Rangs Motors Ltd. (Rangs Group).

Department: Construction Equipment Division-Direct Sales

Product: Wheel Loader, Backhoe Loader, Excavator, Motor Grader, Forklift, Tipper & Other Heavy Industrial Equipment.

Duties/Responsibilities:

- Coordinating with customers on a regular basis, actively developing new market and promoting in house brands all over Bangladesh. Managing corporate and regional Clients and touring all over Bangladesh to meet new prospects (Clients and Dealers). Hosting Demonstration, Roadshows and client meet programs to aid the sales process.
- Working closely with the Head of Business, Construction Equipment Division to monitor the overall target of the department, simultaneously managing corporate and regional sales and after sales service, consistent lead generation and resolve customer issues, taking reports of corporate and regional employees.
- Achieve growth and hit Sales Targets by Successfully managing the Sales Team.
- Develop and Implement Area Sales plan and Improve Business Profitability of the area.
- Marketing Strategic Role Planning & Business Budget & Planning & Products Pricing.
- Setting individual Sales Targets for the Sales Team.
- Coordinate with Principles, Marketing, Finance and CRM about Product related Issues.
- Overseeing Corporate and Regional sales, promotions, campaign, demonstration and customer meet program.
- Plan to ensure achievement of corporate and regional sales targets aligning with company sales policies and strategies.
- Manage, Develop, Coach, Control and Motivate the Sales force to develop their skills to ensure that a high professional standard is achieved and monthly sales targets and KPI are met.
- Achieve Company objective through effective planning, setting sales goals, Analysis performance data & projecting future performance.
- Recruit salespeople, set the objective, product training and coach and monitor performance ensuring assigned tasks and responsibilities are fulfilled.
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly also provide on the ground support for sales associate as they generate leads and close new deals.
- Monitoring Distributors and Dealers on Company Policies and standard operating procedures.
- Assist in achieving collection target about overdue.

Key Achievement:

Sales Volume Increase 35%+, Market Share is Second Position, 21 Dealer & 40 Broker Created.

2. Sr. Executive (Marketing and Sales-Mahindra & Mahindra) (May 5, 2018 - August 30, 2019-1 Years 3 Month)

Rangs Motors Limited (Rangs Group).

Department: Construction Equipment Division-Direct Sales

Product: Wheel Loader, Backhoe Loader, Excavator, Motor Grader, Tipper & Other Heavy Industrial Equipment.

Duties/Responsibilities:

- Corporate Marketing and Sales.
- Ability to create new Distributor, dealer and retailers.
- Ability to nursing inactive distributor, dealer reform to active mode.
- Ability to increase market share with company products.
- Ability to develop business plan and marketing strategy and monitor proper implementation to ensure that brand objective is achieved.
- Regular market visit in order to develop relationship with customers and monitor clients to solve their problem in the best way.
- Implement, Merchandising and Promotional activities at Distributors.
- Lead, motivate, control and skills development of sales team, Ability to the target and set goals for the area
- Execution of ensure after sales service as per company policy, Assist achieving collection target about overdue in market.

3. Regional Manager (Marketing & Sales) (May 10, 2016 - February 28, 2018- 1 Year 9 Month)

Manexco International (ASA Group).

Product: Freezer, Refrigerator, AC & Home Appliances.

Company Location: BCIC Bhaban (14th floor), 30-31, Dilkusha C/A, Dhaka-1000.

Department: Sales.

4. Area Sales Manager (Mymensingh Region). (February 1, 2011 - April 30, 2016-5 Year 2 Month)

Manexco International (ASA Group).

Product: Freezer, Refrigerator, AC & Home Appliances.

Company Location: BCIC Bhaban (14th floor), 30-31, Dilkusha C/A, Dhaka-1000.

Department: Sales.

5. Quality Controller (June 3, 2002 - June 4, 2004-2 Year)

Philips Electronics Singapore Private Ltd.

Product: Stream Iron.

Company Location: 259 Jalan Ahmad Ibrahim Singapore 629148

Department: Factory Organizing Department.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Passing. Year
Bachelor of Commerce	Marketing	Sheikh Anwar Hossain University College (Former Nandina College).	Second Class	1997
HSC	Accounting	Govt. Ashek Mahmud University College.	Second Division	1995
SSC	Arts	Sreepur High School	First Division	1993

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Sales Training	Sales	Mahindra & Mahindra Ltd.	India	Pune (Mumbai) & Kalkata.	2019	7 days

Professional Qualification:

Certification	Institute	Location	From	To
Mahindra International Business Sales Process	Mahindra & Mahindra Limited	Mumbai, India	Nov25, 2020	Nov27, 2020
Mahindra International Business Brand	Mahindra & Mahindra Limited	Mumbai, India	Nov16, 2020	Nov18, 2020
BE 4-ITE	Institute of Technical Education	10 Dover Drive Singapore 138683	Oct7, 2002	Oct7, 2003

Career and Application Information:

Looking For : Mid-Level Job
Available For : Full Time
Preferred Job Category : Marketing and Sales.
Preferred District : Anywhere in Bangladesh.
Preferred Organization Types : Group of Company, Motors/Constructions Equipment Company, Steel/Cement Industry, Electronic/Home Appliances, Lubricant, Paint, Tiles/Ceramics, FMCG.

Specialization:

Fields of Specialization	Description
<ul style="list-style-type: none">Direct Sales	<ol style="list-style-type: none">1. People Skills2. Managing and Leadership Skills3. Dealer/Channel Management4. Coaching/Motivate Skills5. Sales Planning and Reporting6. problem Solving and Meet the Sales goals.7. Marketing & Branding Activities8. Market Research & Analytical Skills

Extra-Curricular Activities:

Motor bike drive, Swimming, Social Work.

Microsoft office package: MS Word, MS Excel, MS PowerPoint. E-Mail. Internet.

Language Proficiency:

Language	Reading	Writing	Speaking
Bangla	High	High	High
English	High	High	Medium

Personal Details:

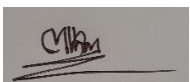
Father's Name : Late. Flight Sergeant Abdul Kadir Khan
Mother's Name : MRS. Rowshan Ara Begum
Date of Birth : July 1, 1978
Gender : Male
Marital Status : Married
Nationality : Bangladeshi
National Id No. : 2619676151678
Religion : Islam (Sunni)
Permanent Address : Vill: Palashtala, PO: Palashtala, P.S: Jamalpur Sadar, Jamalpur
Current Location : Dhaka

Reference (s):**Reference: 01**

Name : Nafis Reza Karim
Organization : Urmi Group
Designation : Head of Sales
Address : SAM Tower, Level-2,3,4,5, House#4, Road#22Gulshan-1.
Mobile : 01324-724533
Relation : Professional

Reference: 02

Abu Syem
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Academic



Md. Muktader Khan Sumon