

RESUME OF Md.Asaduzzaman Talukder



PERSONAL PROFILE:

Father's Name : Late Md. Taib Ali Talukder
Mother's Name : Mrs. Anwara Begum
Date of Birth : January 1st 1976
Religion : Islam
Height : 5 Feet 8 Inches
Nationality : Bangladeshi (By birth)
Marital Status : Married

PRESENT & MAILING ADDRESS:

House-286, Flat-B3, Road-8/A, Dhanmondi, Dhaka-1205

PERMANENT ADDRESS:

House-43, Flat-C3, Road-9/A, Dhanmondi, Dhaka-1205

OTHER INFORMATION:

Mobile: +880-1715303360
Email: asad.spg@gmail.com

PROFESSIONAL SUMMARY:

- ☐ Manage partners and client stake holders of the project.
- ☐ Ability to lead and mentor sales team.
- ☐ Good understanding on local requirements and issues of customers.
- ☐ Strong interpersonal and communication skills with a demonstrated ability to develop and maintain sound business relationships.

EXPERIENCE:

(01) Organization : data edge limited

Designation: Business Development Manager

Duration: From 2017 to June 31st 2020

Address: House-139, Floor-10, 11, 13th, Sadharan Bima Bhaban-2, Motijheel C/A, Dhaka-1000

Responsibilities:

- ☐ Working with different government entities, financial institute, Real estate and other customers.
- ☐ Based on client requirement engaging Software and hardware team to propose required IT solution and Power generation product to customer.
- ☐ Client visit and follow-up.
- ☐ Prepare tender document.
- ☐ Manage Partner and related stakeholders
- ☐ Analyze customer's feedback.
- ☐ Monitor delivery VS payment recovery
- ☐ Revenue achievement

Job description:

- ☐ Develop relationship with customers & contribute to the development of the market.
- ☐ Develop innovative sales techniques interact and share with team members and colleagues.
- ☐ Coordinate with the team and monitor implementation process of the Annual Business Plan (ABP)
- ☐ Provide strong leadership to the sales team; ensure high morale, team work and good interpersonal relations.
- ☐ To provide sales & marketing report as per department & company's policy
- ☐ Collect payments from customers
- ☐ Any other duties assigned by the Company Head.
- ☐ Proper monthly progress report etc.

(02) Organization: SIM Power Generation

Designation: Senior Manager Sales & Marketing

Duration: February 1st 2007 to November 2016

Address: 55/B, Noakhali Tower (12th Floor), Purana Paltan, Dhaka-1000

Key Responsibilities:

Electric Load Estimate, Participate in tender sales for Government and Private Sectors, Price offer Prepare and submit to Customer work of –

(1) Generator (Diesel)

Job description

- ☐ Develop relationship with customers & contribute to the development of the market.
- ☐ Develop innovative sales techniques interact and share with team members and colleagues.
- ☐ To prepare and approved marketing and sales strategic plans of the department and ensure their implementation.
- ☐ Maintain updated market trend and all relevant competitors' information related to the market.
- ☐ Monitor market, product and brand performance to assess competition.
- ☐ To ensure customers' satisfaction with respect to communication, quality of product and service.
- ☐ Collect payments from customers
- ☐ Proper monthly progress report etc.

(03) Organization: HRC Limited.

Designation: Sales Officer (SO)

Duration: January 1st 2005 to December 2006

Address: 14-17A, Sangsad Avenue, Dhaka-1215

Key Responsibilities:

Accountable for monitoring sales people and dealer to achieve sales target. Ensuring product visibility at shop, promoting product quality and other facilities etc. in the work of-

(1) HRC Tea.

(2) HRC Bulb.

Job description

- ☐ Develop relationship with shop keepers & dealers in the assign territories to development of the market.
- ☐ Provide strong leadership to the sales team; ensure high morale, team work and good interpersonal relations.
- ☐ To provide sales & marketing report as per department & company's policy
- ☐ Collect payments from customers

ACADEMIC CREDENTIALS-

Examination : M.S.S (Masters in social science) Political science

Institute : BM College, Barisal.

Exam year : 1998 (held-2000)

Subject : Political Science.

Position : Second Class

Examination : B.S.S (Honors)

Institute : BM College Barisal.

Passing year : 1997

Subject : Political Science.

Position : Second Class

Examination : H.S.C

Board : Jessore

Passing year : 1993

Group : Humanities

Position : First Division

Examination : S.S.C

Board : Jessore

Passing year : 1991

Group : Science.

Position : Second Division

Language Training : IELTS

Overall band Score : 6.0

Language Known : English- Reading, Writing, Speaking.

Hindi- Average. Bengali- Mother Language.

Courses:

Short course on MS Word, Using internet, FAX, Photocopier, from Ahsanullah institute

Short course on Effective Selling Skill from DCCI.

Short Course on Tele Marketing from PRM Bangladesh.

Reference : S.M Fahim Hassan

General Manager Sales & Marketing

Travel port Galileo Bangladesh Ltd

Mobile: 01713046321



Signature

Md.Asaduzzaman Talukder