

Mohammad Nasir Uddin

Address: House-69, Modho Ambaria, Mirsharai, Chittagong
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PERSONAL STATEMENT

A hard-working, knowledgeable and target-oriented Sales Manager with an extensive successful sales record. Builds and maintains a all client base through strong relationship-building skills, and excels at devising strategies for increased sales. Skilled in bringing out the best in staff; able to manage effectively and recruit talent. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines. Driven to succeed; a valuable addition to a forward-thinking company with strong opportunities for progression.

EMPLOYMENT HISTORY

January 2017 – Present

Territory Manager (Fair Distributions Ltd.)

- Setting and meeting sales targets to increase revenue
- Finding ways to ensure efficiency of sales operations
- Devise effective territory sales and marketing strategies
- Analyze data to find the most efficient sales methods
- Discover sales opportunities through consumer research
- Present products and services to prospective customers
- Participate in industry or promotional events (e.g. trade shows) to cultivate customer relationships
- Assess sales performance according to KPIs
- Monitor competition within assigned region
- Analyze and interpret sales data to inform sales strategies

Januar 2015 – December 2016

Retail Development Officer (Fair Distributions Ltd.)

- Maintaining Retailer & customer relationships
- Finding ways to ensure efficiency of sales operations
- Meet with retailer to address concerns and provide solutions
- Discover sales opportunities through market research
- Present products and services to prospective customers
- Participate in industry or promotional events (e.g. trade shows) to cultivate rtailer relationships
- Conduct training in sales techniques and company product attributes
- Monitor competition within assigned region
- Experience with business to business and business to consumer sales technique
- Market Intelligence Report

April 2013 – November 2014

Samsung Experience Consultant (Platoon Limited)

- Sourced leads and to promote the products, and regularly called/visited both new and existing customers to discuss requirements, negotiate terms and maximise business opportunities
- Built and retained long-term friendships/relationships with customers
- Promote brand to increase sellout & meet monthley target.

EDUCATION QUALIFICATION

Electrical Engineering

Associate Members Institution of Engineers (AMIE)

Result: 2.42 (CGPA Out of 4), Passing year: 2013

The Institute of Engineers, Bangladesh (IEB).

Diploma In Engineering (Computer Technology)

Result: 3.11 (CGPA Out of 4) , Passing year: 2007

Mymensingh Polytechnic Institute, Bangladesh.

Secondary School Certificate

Result: 2nd Division, Passing year: 1998

Police Line High School, Mymensingh.

Other Skills

- Have strong knowledge in **Microsoft Office** Programs.
- Have good knowledge in making website with **HTML/CSS/Javascript** and popular CMS tool **Wordpress**.
- Have good knowledge in making Android App using **HTML5**.

Interpersonal and communication skill: I can related and communicate well to others Both within the organization and externally, at all levels. I am positive and flexible. So I can work Comfortably in changing situation.

PERSONAL DETAILS

Name	: Mohammad Nasir Uddin
Father's Name	: Md. Hossainuzzaman
Mother's Name	: Fredous Ara Bagam
Permanent Address	: H-69, Moddho ambaria, Mirsharai, Chittagong.
Date of Birth	: 30 July, 1982
Place of Birth	: Chittagang
Nationality	: Bangladeshi by Birth
Religion	: Islam
Marital Status	: Married

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Signature & Date