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JUBAIR AHMAD

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Career Objective:

With my educational background I want to build up my career with such kind of job where I can use my computer literacy, financial and sales experience . I am highly confident to do this job with great performance.

Career Summary:

A proactive, customer- focused sales management professional with thirteen years experience in the FMCG, Electrical and Automotive industry. I have good track record of increasing profitability and consistently raising the effectiveness of sales representatives in team. Using right direction from my financial and marketing experience. Now looking for a suitable managerial position with a firm that is looking for applicants who have the desire to make a real and measurable difference.

Special Qualification:

Work well under pressure as part of a team
 Well-groomed appearance
 Polite, respectful, and courteous manners
 Responsible, efficient, and flexible
 Ability to work in a fast-paced, intense environment smoothly
 Ability to elicit confidence.

Employment History:

Total Year of Experience: 17.1 yrs

1. Area Sales Manager (6.2 yrs)

(1 Oct 2017 - Continuing)

Rahimafrooz Batteries LTD.

Area of Expertise:

Sales & Marketing (1.4 yrs), Supervision (1.4 yrs), Trading/ Wholesale/ Indenting (1.4 yrs)

Duties/Responsibilities:

- *Achieving annual sales volume and value for specific area as per ABP.
- *Involving cycle planning activities and maintaining accuracy of ROFO.
- *Ensuring profitable and sustainable business growth through dealer channel.
- *Ensuring merchandising materials in all planned location to enhance brand awareness.
- *Maximizing competition conversion and channel expansion.
- *Regular sales calls as per plan to maintain sustainable trade relationship with dealer.
- *Regular follow-up on collection and credit management.
- *Participating dealer's activity and market activity to strengthen market intelligence activities.
- *Using suitable sales strategy for assigned territory and team.
- *Implementing dealer admin policy & QMS for operational excellence.
- *Supporting to reduce problem on (a) Price undercut (b) Product complains (c) Product short supply (d) Logistics & delivery system.

2. Divisional Sales Manager (Ast. Sales Manager) (2.2 yrs)

(1 Jul 2015 - 30 Sep 2017)

Super Star Group Ltd

Area of Expertise:

Credit Administration (2.2 yrs)

3. Sr. Executive, Territory Sales (3.4 yrs)

(25 Feb 2012 - 30 Jun 2015)

Rahimafrooz Distribution Ltd.

Area of Expertise:

Marketing (1.1 yrs), Sales (1.1 yrs), Supervision (1.1 yrs)

Duties/Responsibilities:

- *Achievement of sales volume and value for territory as per ABP.
- *Increase distribution reach and network.
- *Ensure to make demand and Delivery.
- *Receiving Monthly Target & Activities from Sales Manager to execute in market.
- *which allocated to sales promoter monthly, weekly & daily basis in territory potentiality wise. *To achieve target presented promotion, Motivation & Activities with team work.
- *Ensured sales, Collection and a primary part of after sales service also.
- *Merchandising correction and merchandising materials allocation to trade partner.
- *Market intelligence and competition activities information collection.
- *Tender submission support and order maintain through dealer for the Corporate clients also.

4. Sr. Executive (2.7 yrs)

(1 Jul 2009 - 20 Feb 2012)

Panna Group (Volvo Battery)

Area of Expertise:

Corporate Marketing (0.8 yr), Market Research (0.8 yr), Sales & Marketing (0.8 yr)

Duties/Responsibilities:

- *Fulfill product requirement to the Dealer point,
- *Increase distribution reach and network,

- *Ensure to make demand and Delivery.
- *Direct Marketing activities like organized Signboard, Pena, Shop sign, Keying, T- Shirt, Poster, User manual and free sampling BTY testing.
- *Credit collection and merchandising.
- *Competition activities information and Market intelligence collection.
- *Receiving Monthly Target & Activities from Sales Manager and achievement goal.

5. **Sales Executive (2.7 yrs)**

(15 Nov 2006 - 30 Jun 2009)

ACI Limited (Godrej)

Area of Expertise:
Corporate Marketing (0.8 yr), Marketing (0.8 yr), Sales (0.8 yr)

Duties/Responsibilities:

*Distribution channel helped me to fulfill product requirement through the Distributor point & to the many more retail outlets in the assigned territory with DSR. *Ensuring sales, Collection and a distribution reach *Search new pocket, Investor, periphery market to hunt sales. *Merchandising correction *Corporate & Parlor sales also done by me.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration	Achievement
Master of Business Administration (MBA)	Marketing	American International University- Bangladesh	CGPA:2.93 out of 5	2010	2 Years	Bcame an MBA
Master of Arts (MA)	Islamic Studies	National University	Second Class, Marks :53%	2008	1year	Masters Degree holder
B.A Honours	Islamic Studies	National University	Second Class, Marks :52%	2006	4 years	Bcame a Graduate
Diploma In Information System Management (DISM) 2004	Hardware, Software & Networking	Aptech Computers	Awarded	2004	2 years	Credit
HSC	Arts	Comilla Board	Second Division, Marks :54%	2002	2 years	2nd Division
Dakhil (Madrasah)	General	Darul Aman Academy	First Division, Marks :61%	2000	10 years	1st Division

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Sales Coaching for High performance	sales coaching and mentoring the team development process	LCBS Dhaka, House#105, Road # 9/A, Dhanmondi.	Bangladesg	House#105, Road # 9/A, Dhanmondi.	2017	3Days
Sales Skill Development	*Sales Skill *Service *Communication Skill *Buying Signal *Ethics	Briddhi Institute	Bangladesh	Briddhi, 15A, Dhanmondi, Dhaka	2015	3 Days
Negotiation Skill Development	Negotiation and Batna	Core Knowledge	Bangladesh	RZ Center, Gulshan	2014	3 Days

Computer Training	Basic Computer Literacy,Hardware Course&MS pffice	Bangladesh Youth Development	Bangladesh Govt. Bangladesh	Lakshmipur	2006	6months
Electric & Electronic Trade Course	Electric Warring, Connecting, Power management, Electron & various of electronic circuit making.	Bangladesh Youth Development	Bangladesh Govt. Bangladesh	Lakshmipur	2005	6months

Professional Qualification:

Certification	Institute	Location	From	To
Negotiation Skill development	core knowledge	RZ Center, Gulshan	November 7, 2014	November 9, 2014

Career and Application Information:

Looking For	: Mid Level Job
Available For	: Full Time
Present Salary	: Tk. 88000
Expected Salary	: Tk. 110000
Preferred Job Category	: Marketing/Sales,Customer Service/Call Centre
Preferred District	: Anywhere in Bangladesh.
Preferred Country	: Austria, Canada, China, Cyprus, France, Germany, India, Italy
Preferred Organization Types	: Telecommunication,Manufacturing (FMCG),Wholesale,Advertising Agency,Computer Hardware/Network Companies,Multinational Companies,Pharmaceutical/Medicine Companies,Direct Selling/Marketing Service Company,Electronic Equipment/Home Appliances,Tobacco,Automobile,Furniture Manufacturer

Specialization:

Fields of Specialization	Description
<ul style="list-style-type: none"> Brand Promotion Corporate Marketing Distribution/ Supply Chain Management Customer Support/ Client Service Trading/ Wholesale/ Indenting Credit Control And Recovery Supervision 	<p>Language Skill : Writing, Reading, Speaking is Good both Bangle and English. speaking in English is satisfactory level.</p> <p>Personal Skill : Can handling stress. Can do attitude for achievement. Can solve many kinds of technical works by watching for once and can motivate different personalities. Hard working and comfortable in team work. Long time traveling acceptancy. Energetic enough to perform duty. Team work and leadership.</p> <p>Professional Skill : Visual merchandising, Trade Sales, Corporate Sales, Trade Campaign and Meet, Trade census and analysis, Credit management, Trade relation, Supervising and reporting, Stock, Inventory, Account and Territory Management, Forecasting and goal setting.</p>

Extra Curricular Activities:

Freelance Photography, Blood Donation, Tourism.

Language Proficiency:

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

Personal Details :

Father's Name : Md. Delawar Hossain
Mother's Name : Shamsunnahar
Date of Birth : 1 Dec 1982
Gender : Male
Marital Status : Married
Nationality : Bangladeshis
Religion : Islam
Permanent Address : Nahar Garden,Collegiate link road, Shomserabad, Lakshmipur-3700, Lakshimpur
Sadar, Lakshmipur Sadar, Laksmipur 3700
Current Location : Dhaka

Reference (s):

Reference: 01		Reference: 02
Name	: Mohammed Osman	Rayhan Hafiz
Organization	: Panna Group	The City Bank Ltd.
Designation	: GM,Marketing	Vice-president
Address	: Nasir Trade center.89 Biruttam CR Dutta Road,,Sonar gaon road,Karwan bazar, Dhaka	Jibon Bima Tower,10, Dilkusha C/A, Dhaka-1000.
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Relation	: Professional	Family Friend