**CURRICULUM VITAE**

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**MD.HASANUR RAHAMAN**

**Mobile No: 9046833687**

**E-mail ID:** [**hasanurrahaman1993@gmail.com**](mailto:hasanurrahaman1993@gmail.com)

**Object :**

* To work in a progressive organization in a responsible position that will challenge my abilities.

**Work Experience**

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| ***Area of expertise:***   * Sales * Marketing * Market Research * Lead Generation * Business Development * Client Relation   ***Skills & Technique:***   * Socially adept * Creative and the ability to solve   toughproblem   * The ability to handle pressure and   meet deadlines   * Attention to detail | ***Elagoon Digital Private Limited***  Business Development Executive  ***July 2016 to till date***  Roles & Responsibilities   * Researching organizations and individuals online (especially on social   media) to identify new leads and potential new markets.   * Contacting potential clients via email or phone to establish rapport   and set up meetings, Attending conferences.   * Preparing PowerPoint presentations and sales displays. * Contacting clients to inform them about new developments in the   Company’s products.   * Developing quotes and proposals. * Negotiating and renegotiating by phone, email, and in person. * Developing sales goals for the team and ensuring they are met. |

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| ***Area of expertise:***   * Entry Level Market Research * Secondary Research * Lead Generation * Data Analysis * Information Management   ***Tools & Technique:***   * Linkedin * Zoominfo * Data.com * Pitch Book * Google Finance   ***Achievements:***  Complete The Project   * UK Connectivity+ Project * US Bank Project | ***Accesspay India Private Limited***  Market Research Analyst  ***1 year ( From June 2015 to June 2016 )***  Roles & Responsibilities   * Executing research strategies based on the project /task prepared by the Marketing Manager * Conducting in depth data analysis ,Analytic input to produce the best result also recommending research methods * Prepare reports of findings, fetching information with actionable recommendation * Devise and evaluate methods and procedures for collecting data using social Media or arranging to obtain existing data * During task persuasion ensure to get the right people which is directly related to the lead generation * Reporting on Daily & Weekly basis to the reporting Manager |

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| ***Area of expertise:***   * Direct Sales * Channel Sales * Customer Handling * Primary Research * Competitor Scanning   ***Area Worked On:***   * Dum Dum, Madhyamgram, Barasat * Dattapukur, Basirhat, Hasnabad   ***Achievements:***   * *Made Sales of Rs-1, 39,608 /-* | ***Nilon’s Enterprise Private Limited***  **Sales Executive** ( **Internship** )***June 2014 to August 20 14***  Roles & Responsibilities   * According to mapping schedule visiting to Distributor point & in the specific market. * Listening to customer requirements and presenting appropriately to make sale. * Gathering Market & Customer information with competitor analysis. * Executing research to identify the distribution gap exist in the market & strategies them with best solution. * Maintaining Daily Sales Report (DSR) sending details to sales office. |

**Professional Qualification**

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| ***Professional Qualities:***   * Quick learner. * Positive attitude. * Believe in team work. * Dedication | **Name of Examination** | **Year of Passing** | **Board/University** | **Percentage of Marks** |
| **MBA(Marketing & HR)** | **2015** | **WBUT** | **70 %** |
| ***Technial Skills:***   * Operating System( WINDOWS XP, WINDOWS 7 / 8 /10 ) * MS-Office (WORD,EXCEL,POWERPOINT) * Internet & e-mailing | ***TECNICAL QUALIFICATION:***  **Name of the Course :** Impact  **Year of Passing :** 2012  **Board/Institute :** WEBEL INFORMATICS LIMITED  ( A GOVT.OF WEST BENGAL UNDERTAKING ) | | | |

**Academic Qualifications**

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| ***Language Known:***   * English, Bengali , Hindi   ***Hobbies & Interests:***   * Playing Cricket * Listening to Music   ***Cocurriculum Activities*:**   * Participate in inter College Cricket Tournament * Participate in inter Accesspay Cricket Tournament | **Name of Examination** | **Year of Passing** | **Board/University** | **Percentage of Marks** |
| MadhyamikPariksha  (secondary examination) | 2008 | W.B.B.S.E | 67% |
| Higher Secondary | 2010 | W.B.C.H.S.E | 62% |
| B.A (English honors) | 2013 | W.B.S.U | 43% |
| ***Personal Information***  **Father’s Name:** MdSafiqurRahaman  **Date of birth:** 21st June,1993  **Address:**Vill-Amin Pur, P.o+P.s-Deganga,Dist-24 pgs (N), Pin- 743423, West Bengal  **City: Barasat**  **Contact Number:** 9046833687  **Email Address:** hasanurrahaman1993@gmail.com | ***Declaration***  I hereby declare that the above information is true from the best of myknowledge  Date:  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  ( MD HASANUR RAHAMAN) | | | |