

# IBNUL Ahsan

Manager (Marketing & Sales)

**Bhaiya Housing Ltd**

(Bhaiya Group, Sister Concern of **NABISCO BISCUIT**)

Plot#18, Road#04, Block#F, Banani, Dhaka.

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[WWW.LINKEDIN.COM/IN/IBNUL27](http://WWW.LINKEDIN.COM/IN/IBNUL27)



**CAREER OBJECTIVE:** To work in different Marketing & Sales or Reputed Real Estate companies of Bangladesh and grew rapidly with increasing responsibilities.

## EMPLOYMENT HISTORY:

**Time** May 18<sup>th</sup> 2013 to Till, **Reporting to:** Managing Director

### **Key of Responsibility:**

Prospect Generation by news Paper, Magazine advertisements, Project Board, Existence clients, attend the clients and impress them to buy apartments, Attend foreign Clients by telephone or email. And keep in touch with them regularly. For Prospect nursing I have to visit External & attend internal prospect, Open call reports, maintain regular DWS and authentication. Develop marketing strategies for better prospects. Careful about the customer needs and satisfactions. Brief the customer about the project, Amenities and other features. Try to understand for which type of Apartment he is interested for and elaborated him on that particular apartment. Explain him the payment schedule (Down payment, instalments & other charges). If he wants a revise payment schedule that better suits him, then discuss with the management before finalizing the same. Written and Mail correspondence with customer different issue. Get the Application form filled by the customer and hand over the filled up the form to Customer service Department to open up a file in the name of the customer.

### **Achievements:**

Last one year I have successfully Achieved **TK: 47 Core 50 Lac** Corporate Commercial Space sold on favor of the Bhaiya Housing Ltd. [**Area : Rajarbagh 18<sup>th</sup> floor Commercial cum Residential project**]. Over All Apartment sales increased **58%** Total Value every 12 Months Each Year. Most Well Dressed Employee of the year 2009

**Time:** March 1, 2012 to April 17, 2013.

**Designation:** Senior Executive (Market & sales) **Reporting to:** Team Leader

**Location:** Dhanmondi, **Name of Company:** Assurance Development Ltd.

**Company Description:** Real Estate Company

**Time:** February 1, 2011 to April 17, 2012.

**Designation:** Senior Executive (Market & sales) **Reporting to:** Director

**Location:** Panthapath, **Name of Company:** Multiplan Ltd.

**Company Description:** Real Estate Company

**Time:** January 1<sup>st</sup>, 2010 to March 30, 2011.

**Designation:** Senior Executive (Market & sales) **Reporting to:** Head of Sales

**Location:** Banani, **Name of Company:** Innovative holdings.

**Company Description:** Real Estate Company

**Time:** January 18, 2008 to December 30, 2010.

**Designation:** Executive (Market & sales) **Reporting to:** Managing Director

**Location:** Dhanmondi, **Name of Company:** Symbol holdings Ltd.

**Company Description:** Real Estate Company

**SPECIAL TRAINING: A) “DEVELOPING OF COMPETITIVE BUSINESS PLAN WITH MODERN TECHNOLOGIES”**

DURATION: JULY 9-11, 2018

**ORGANISED BY:**

INSTITUTE OF APPROPRIATE TECHNOLOGY (BUET)  
(LEPBP) MINISTRY OF COMMERCE, DHAKA, BANGLADESH

**B) “PROJECT PROPOSAL PREPARATION”**

Duration: (Time: 25<sup>th</sup> October - 20<sup>th</sup> December, 2016)

**Organised By:**

**BANGLADESH ASSOCIATION OF CONSTRUCTION INDUSTRY (Baci)**

Road 27, Dhanmondi Dhaka.

**Skills for Employment Investment Program (SEIP) Project**

Finance Division, Ministry of Finance, and Government of the  
People's Republic of Bangladesh, 25, Segunbagicha, Dhaka-1000.

**ACADEMIC  
EDUCATION:**

**Timings: Summer -2015**

**University: EMBA (3<sup>rd</sup> Semester)**

INDEPENDENT UNIVERSITY OF BANGLADESH

**Timings: Fall -2010**

**University: UNIVERSITY OF DHAKA** Post Graduate Diploma in International Relations  
Department Of International Relations (**CGPA/Grades: 2.00**)

**Timings: 2002**

**University: DHAKA collage M.S.S** [1<sup>st</sup> part competed]

**CGPA/Grades: 1st part completed**

**Timings: 1996**

**College: Tejgaon collage** [National University] Bachelors of Arts [pass]

**CGPA/Grades: Second class**

**Timings: 1993**

**College: Tejgaon College, Dhaka** [Higher Secondary Certificate]

**CGPA/Grades: Second class**

**Timings: 1991**

**Schools: Mirpur High School, Dhaka** [Secondary School Certificate]

**CGPA/Grades: Second class**

**TRAINING:**

**“THAI COOKING COURSE”** CONDUCTED BY KASETSART UNIVERSITY, SUPPORTED BY DEPARTMENT OF EXPORT PROMOTION, MINISTRY OF COMMERCE, AND ROYAL THAI GOVERNMENT IN COOPERATION OF CITY UNIVERSITY, DHAKA, BANGLADESH, FEBRUARY 16-20, 2008, DHAKA, BANGLADESH.

- **“How to Invest in Shares of companies”** at MIDAS in November 19-23, 2008.
- **“Small Industries Financing”** Small & Cottage Industries Training Institute, Dhaka, Bangladesh February 24-28, 2008.
- **How to Start your Business** at MIDAS in AUGUST 19-23, 2007.
- **COMPUTER AND INFORMATION TECHNOLOGY** at CITN in NOV 25, 2000. Ms Word, Internet & Email etc.

**PERSONAL DETAILS: House: 49/50, Block: Kha (B), Road: 03, Shinepukur Road, Mirpur-01, Dhaka -1216.**

Date of Birth: **August 02, 1976.** Nationality: Bangladeshi. Marital Status: Single

**PERMANENT HOME: Vill # Gobindapur, Post # Dharmaghar, Thana # Madhabpur, Hobigonj SYLHET.**

**REFERENCE: Shikder Mohammed Kamruzzaman**

Managing Director (Bhaiya Housing Ltd) Plot#18, Road#04, Block#F, Banani, Dhaka.

**Cell: 01744771177**

"I CERTIFY THAT ALL INFORMATION STATED IN THIS RESUME IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE.  
I AUTHORIZE THE RECEIVER OF THIS CV TO VERIFY THE INFORMATION PROVIDED IN THIS RESUME."

**Ibnul Ahsan**

**Date:**