

Last Updated : **February 15, 2018**

JOYNAL ABEDIN

Address: Vill: Rathgow P.O: Chhatak P.S: Chhatak Dist: Sunamgonj
Mobile : 01719424370
email:joynal_19099@yahoo.com, joynal.berger@gmail.com



Career Objective:

I want to have an honest & successful professional career in life.

Employment History:

Total Year of Experience : 1.3 Year(s)

1. Assistant Regional Manager (ARM) (March 3, 2018 - Continuing)

Minister Hi-Tach park Ltd. Myone Electronics Industries Ltd

Company Location : H-79, Block-H, Chairmanbari, Banani, Dhaka

Department: Sales & Marketing

Duties/Responsibilities:

1. Achieve volume and value target of the demarcated Zone for a stipulate time period.
2. Handle and manage key customers by customer visit & successful sales call, address business issues and provide market visit report to Line Manager.
3. Identify new business opportunity by selecting and engaging influential stakeholders, generating sales volume by acquisition of new customers, dealers, and other channel partners to ensure product quality in the designated sales area.
4. Identify the new segment(s) where opportunity exists with new product requirements along with different rules & regulations and pre-requisites to operate in the identified segment(s).
5. Implement different types of marketing activities for demand generation and building PR with all stakeholders under the business division as per the plan.
6. Maintain financial discipline by realizing payment from customers and other channel partners as per the company standard.
7. Monthly reporting and competitor activity report.

2. Zonal Officer (November 21, 2016 - May 31, 2017)

Berger Paint Bangladesh Ltd.

Company Location : bangladesh

Department: Sales & Marketing

Duties/Responsibilities:

1. Achieve volume and value target of the demarcated Zone for a stipulate time period.
2. Handle and manage key customers by customer visit & successful sales call, address business issues and provide market visit report to Line Manager.
3. Identify new business opportunity by selecting and engaging influential stakeholders, generating sales volume by acquisition of new customers, dealers, and other channel partners to ensure product coverage in the designated sales Zone.
4. Identify the new segment(s) where opportunity exists with new product requirements along with different rules & regulations and pre-requisites to operate in the identified segment(s).
5. Implement different types of marketing activities for demand generation and building PR with all stakeholders under the business division as per the plan.
6. Maintain financial discipline by realizing payment from customers and other channel partners as per the company standard.
7. Organize and conduct training/briefing and product demonstration session for the end user and influencer like paint contractor, LGED engineer etc.
8. Demand Generation Activity (DGA) to increase demand of company product like end user consultancy, paint contractor painting related issue solution to get engaged to customer and generate product demand.
9. Monthly reporting and competitor activity report.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
Bachelor of Business Administration (BBA)	Marketing	Sylhet International University, Sylhet	CGPA:3.11 out of 4	2015	4
HSC	Business Studies	Madan mohan college sylhet	CGPA:3.96 out of 5	2010	2 years
SSC	Commerce	Sylhet pulp and paper mills high school	CGPA:2.38 out of 5	2008	2 years

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
value training	Berger Valus	Berger paints Training Department	Bangladesh	Sylhet	2017	one day
Computer Training	Microsoft Excel, Microsoft Office Word, and Microsoft Power Poin	Jubo Unnayan	Bangladesh	Sylhet	2014	3 Months

Career and Application Information:

Looking For : Entry Level Job
 Available For : Full Time
 Present Salary : Tk. 18000
 Expected Salary : Tk. 20,000
 Preferred Job Category : Bank/Non-Bank Fin. Institution, Marketing/Sales
 Preferred District : Dhaka, MoulaviBazar, Sylhet
 Preferred Organization : Banks, Insurance, Investment/Merchant Banking, Multinational Companies, Market Research Firms, Direct Selling/Marketing Service Company, Group of Companies, Tobacco, Paint, Cement, Steel, Gas

Specialization:

Fields of Specialization
<ul style="list-style-type: none">• Computer Skill• Marketing

Extra Curricular Activities:

Football, Swimming, Long distance running

Language Proficiency:

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

Personal Details :

Father"s Name : Hazi Md. Sultan Ali
Mother"s Name : Mrs. Amrun Nessa
Date of Birth : February 2, 1992
Gender : Male
Marital Status : Unmarried
Nationality : Bangladeshi
Religion : Islam
Permanent Address : Do
Current Location : Sylhet

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Chowdhury Omor Faruk	Pronab kumar saha
Organization	: Berger Paint Bangladesh LTD.	Sylhet International University
Designation	: Territory Manager Berger Paint Bangladesh Ltd.	sr. lecturer
Address	: Sylhet sales office, 70, Antarango, shahi Eidgah, Kazitula,Sylhet-3100	Sitakund, Chittagong
Phone (Off.)	: +8801730734808	
Phone (Res.)	:	
Mobile	: 01840463348	01914706933
EMail	: omor.faruque@bergerbd.com	pronab.saha08@gmail.com
Relation	: Professional	Academic
