

Last Updated : **December 16, 2018**

KHANDAKER ASADUZZAMAN

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Career Objective:

To my experience and skills for the development of organization and myself and also to establish myself as the best worker in growth and Prosperity.

Career Summary:

- Business Development & Expansion Skills
- Market planning & Positioning
- Sales Team Building & Leadership
- Profit and Loss Management
- Negotiation
- Budget Control
- Staff development and Motivation

Special Qualification:

1. Complex Problem Solving
2. Creativity
3. Critical Thinking
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

Employment History:

Total Year of Experience : 5.1 Year(s)

1. **Area Sales Executive (October 15, 2018 - Continuing)**

Transsion Bangladesh Ltd

Company Location : Dhaka

Department: Sales

Duties/Responsibilities:

- * Sales team monitoring and ensuring products availability and products right placement in every outlet
- * Dealer management
- * Monitoring distribution
- * By strong monitoring DSR help to increase sales.
- * Solving retailers problems and findings service gap and solve.
- * Building good relationship with retailers for the sake of increasing own band sales.
- * Finding the opportunity of merchandising.
- * Collect new information of competitive band and reporting to senior.
- * Spread the product knowledge to retail channel.
- * And any other task assign by head office .

2. Territory Sales Officer (April 10, 2018 - October 10, 2018)**Dhaka Tobacco company ltd**

Company Location : Dhaka

Department: Sales & marketing

Duties/Responsibilities:

- * Daily sales achievements
- * Ensure distribution to every route
- * Ensure product availability in every outlet which sales tobacco products
- * Increases daily sales by motivated sales representative so that market share increase day by day
- * maintain brand promotor team for establishing own brand
- * Ensure Manpower available by regularly requirement
- And any other task by assigned head office

3. Territory Sales Officer (February 1, 2016 - April 7, 2018)**Abul khair tobacco company limited**

Company Location : D. T Road. Pahatali. Chitagong

Department: Sales

Duties/Responsibilities:

- * Maintain distributor
- * Daily sales achievements
- * Ensure distribution to every route
- * Ensure product availability in every outlet which sales tobacco products
- * Increases daily sales by motivated sales representative so that market share increase day by day
- * maintain brand promotor team for establishing own brand
- * Ensure Manpower available by regularly requirement
- And any other task by assigned head office

4. MT (December 1, 2013 - January 31, 2016)

Abul Khair Tobacco Company LTD.

Company Location : D.T Road Pahatoli, Chittagong

Department: MIS

Duties/Responsibilities:

I have been working as a Management Trainee at MIS department in Abul Khair Tobacco Company Limited since 1st December 2013.

Responsibilities:

Attending of regular sales calls as per plan to maintain sustainable trade relationship with dealer.

Collect market information to strengthen market intelligence activities.

Ensuring of sales out within due time frame.

Ensuring of merchandizing materials in all planed location to enhance brand awareness.

To check Trade marketing activities

Monitor inventory in key sales points to ensure product availability.

Retailer biased survey for Ensuring sales growth in market share

Any other work assigned by head office.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
MSS	Political Science	Shahjalal University of Science & Technology	CGPA:3.08 out of 4	2011	1 year
B.S.S	Political Science	Shahjalal University of Science & Technology	CGPA:3.13 out of 4	2010	4 year
HSC	Business study	Abu Abbas college, Netrakona	CGPA:4.4 out of 5	2006	-
SSC	Science	Dhakhin Bishiura high school, netrakona	CGPA:3.81 out of 5	2004	-

Career and Application Information:

Looking For : Mid Level Job
Available For : Full Time
Expected Salary : Tk. 15,000
Preferred Job Category : Marketing/Sales
Preferred District : Anywhere in Bangladesh.
Preferred Organization : Multinational Companies
Types

Specialization:

Document Processing: Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft Powerpoint, Email, Internet browsing

Language Proficiency:

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

Personal Details :

Father"s Name : Khandaker Shamsuzzaman
Mother"s Name : Abeda khanam
Date of Birth : October 25, 1988
Gender : Male
Marital Status : Unmarried
Nationality : Bangladeshi
Religion : Islam
Permanent Address : Sonora, Netrakona Sadar, Netrokona Sadar, Netrokona 2400
Current Location : Dhaka

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Md. Khairul Bashar Bhuiyan	Md. Mahabubur Rahman
Organization	: Philip Morris Bangladesh Ltd.	Market Access Group (Authorized group of BAT)
Designation	: Territory Sales Executive	Territory Sales Assistant
Address	: 227/A, Ninakabbo, level-8, Tejgaon, Dhaka	Nawabganj, Dhaka
Phone (Off.)	: 01611972034	
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Relation	: Professional	Professional
