

AHAMMAD BHUIYAN LIPU

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Career Objective:

To work in any local large or multinational organization so that my knowledge on supply chain management, sales, marketing and strategic business development, innovative ideas, knowledge and part time job experiences can be solely utilized for the organizational development.

Personal Information:

Date of Birth: 1st Dec, 1990

Religion: Islam

Nationality: Bangladeshi

NID: 19909196221000125

Working Experience:

1. Company Name: Arla Foods Bangladesh Limited

Designation: Territory Officer

Duration: From July'17 to Continuing

Job Responsibilities:

- ⇒ Building the business within the territory using a variety of sales techniques.
- ⇒ Targeting potential customers and assessing opportunities for sales.
- ⇒ Arranging meetings with potential customers and selling product offerings.
- ⇒ Cold calling companies within the territory and establishing needs.
- ⇒ Putting together a list of target companies within the area. Analyzing competitor activities in the region and assessing opportunities for business development.
- ⇒ Working to revenue targets and KPI's as set by the sales director.
- ⇒ Networking with businesses in the territory and building relationships.
- ⇒ Attending relevant industry events and conferences to build business.
- ⇒ Chasing sales leads from other members of the company.
- ⇒ Working closely with other territory sales manager's and national account managers.
- ⇒ Putting together sales strategies to target large accounts.
- ⇒ Keeping up to date with industry news to identify opportunities for new business.

2. Company Name: "Cadet City" a project of Inspired Development Ltd

Designation: Sr. Executive, Sales & Marketing

Duration: From April'17 to June'17

Job Responsibilities:

- ⇒ Create Strategic plan for marketing & sales team
- ⇒ Business Promotion plan
- ⇒ Social media business branding
- ⇒ Maintain full time Sales team
- ⇒ Database management of target customer
- ⇒ Weekly meeting & plan for sales team
- ⇒ Distribute work
- ⇒ Manage Graphics designer

- ⇒ Boost up marketing in Facebook
- ⇒ SMS, call, Email. To target customer

3. Company Name: ACI Agrolink Ltd

Designation: Marketing Services Officer

Duration: From Aug'16 to Mar'17

Job Responsibilities:

- ⇒ Develop and circulate daily performance review report.
- ⇒ Prepare necessary documents for approval and coordinate with different internal departments.
- ⇒ Responsible for daily cash management of wholesale and retail purchase
- ⇒ Coordinate and collect supplier bills and process supplier payment
- ⇒ Keep files up-to-date; transcribe dictated or written materials or handwritten drafts.
- ⇒ Coordinate various fund collection workshops & meetings with donor organizations like USAID, Katalyst, and Practical Action etc.

4. Company Name: Beez Web Group, Sylhet

Designation: Marketing Executive

Duration: From Dec '14 to June '15

Job Responsibility:

- ⇒ Door to door marketing about Tourism Sylhet
- ⇒ Collecting Advertisement of various hotel, motel etc. for company website.
- ⇒ Research on market potentiality of Tourism Sylhet.
- ⇒ Creating potential customers through online marketing.

Achievements:

- ⇒ Prepared the business plan for the company
- ⇒ Developed the website and its content that reached up to 1000 people per day.

5. Company Name: MEDS (Mass Education Development Society) IT Ltd, Sylhet

Designation: Marketing Executive

Duration: From March '11 to Oct '13

Job Responsibility:

- ⇒ Counselling new customers & prepare strategy for business expansion
- ⇒ Implementing Strategic Sourcing targets and performance management
- ⇒ Providing regular follow up to the customers

Professional Achievement:

Award	Name of Institute	Year	Discipline	Grade
Certified Supply Chain Analyst (CSCA™)	International Supply Chain Education Alliance (ISCEA)	2015	Supply Chain Management	81%

Academic Qualification:

Exam Title	Name of Institute	Year	Discipline	Grade/ CGPA
MBA	Shahjalal University of Science & Technology(SUST)	2016	Marketing	3.56 (Out of 4)
BBA	Shahjalal University of Science & Technology(SUST)	2013	Marketing	3.49 (Out of 4)
HSC	Sylhet Cadet College	2009	Science	5.00 out of 5.0
SSC	Sylhet Cadet College	2007	Science	5.00 out of 5.0

Internship Experience: **Company Name: IDLC Securities Limited, Sylhet**

Designation: Internship Officer

Duration: From Aug '14 to Nov '14

Job Responsibility:

- ⇒ Responsible for day to day customer service, customer portfolio management.
- ⇒ Prepare daily sales report and understood the organogram of the company
- ⇒ Taking customer order over the phone and placing it.
- ⇒ Daily accounts clearance and other policies of the company

Extra-curricular and Volunteer Activities:

- ⇒ Participated in **Ad maker Bangladesh-2012** (TVC) competition in NSU;
- ⇒ Actively attend social awareness program of **BLAST (Bangladesh Legal Aid and Services Trust)** in rural areas of Sylhet region;
- ⇒ Worked as the Office Secretary & Guitarist of a cultural organization (**AJJ MUKTOMONCHO**) in Shahjalal University of Science & Technology;
- ⇒ Treasurer of **Sylhet Old Cadet Association**;
- ⇒ Perform in various cultural programs on different occasions.
- ⇒ Organized Departmental Rag day, Picnic and other events
- ⇒ Working as a brand ambassador of “Corporate Ask Bangladesh”

Computer Skill: Sound in Microsoft word, excel and power point presentation.

Soft Skill: Teamwork, convincing, inspiring, influencing, negotiation, leadership skill.

Language: Fluent in Bangla and English

Interest and Hobbies: Reading books, Playing guitar, Poem writing, Internet browsing, Research and Traveling.

Personal Skills:

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|---|---|
| ⇒ Leadership, Team building skill | ⇒ Team player, good listener. |
| ⇒ Report Writing Skills | ⇒ Innovative idea and out of box thinking |
| ⇒ Research & Analysis | ⇒ Understanding the Policy & Procedure |
| ⇒ Strong analytical, presentation | ⇒ Interpersonal & Communication Skills |
| ⇒ Ability to do multi task & under pressure | ⇒ Communications & Event Management |
| ⇒ Quick learner, proactive nature | |

REFERENCES:

1. Md. Monirul Islam

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Yours Truly,

Ahammad Bhuiyan Lipu

Date: