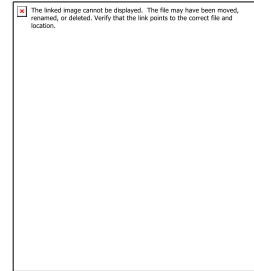


Applied For: **IT Executive (BSc/ Dip in CSE)**

Last Updated : **October 6, 2018**

MD.SHAFIQUR RAHMAN

Address: Uttar Para,Khilkhet,Dhaka-1229
Mobile : +8801818533167
email:shafiqur.apee@gmail.com



Career Objective:

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork.

Employment History:

Total Year of Experience : 6.3 Year(s)

1. Senior Executive - (Corporate Sales) (January 1, 2018 - Continuing)

International Office Machines Ltd.

Company Location : Ranks Business Centre, (3rd Floor), KA-218/1 Pragati Sarani, Kuril, Dhaka-1229
Department: Electronic & Imaging Department

Duties/Responsibilities:

- a) Generate sales lead and achieve the sales target provided by company.
- b) Make cold call on regular basis, attend sales calls & sales meetings to the customers.
- c) Prepare financial proposal, ensuring product delivery, collecting payment and also keep to update supervisor and respective department accordingly.
- d) Provide quality service and recommending new opportunities with customers by establishing and enforcing organization standards.
- e) Adequate knowledge on Photocopier, Projector, Server & Storage Solution, Power Solution, Bar-code & Scanning Solution and so on.

2. Senior Executive (Sales & Marketing) (July 2, 2016 - December 28, 2017)

Popular Teknowlogies Ltd - (Security Integrator)

Company Location : House No -14 (1st Floor), Road-2/2,Block-L,Banani, Dhaka 1207
Department: Sales and Marketing

Duties/Responsibilities:

- a) Seeking opportunities for new projects.
- b) Perform Sales & Marketing and also play the promotional activities on security products.
- c) Gathered Customer`s query and provide quotations by making accurate, rapid cost calculations.
- d) Collaborate with internal teams to design, develop and implement the projects and also ensuring all projects are delivered on time, within scope and within budget.
- e) Maintaining and develop relationships with client and all stakeholders in person.
- f) Adequate knowledge on Video Surveillance Solution, Access Control & Time Attendance System, IP PABX, PAVA System, Fire Detection & Protection System, Video Conferencing System, Nurse Calling System, Guard Patrolling System, Intelligent Security Solution and so on.

3. **Executive (Technical Support) (March 9, 2014 - May 30, 2016)**

BRACNet Limited

Company Location : House-26, Road-28 Block-K, Banani, Dhaka-1213, Bangladesh

Department: Technology Division

Duties/Responsibilities:

- a) Monitoring, Log Maintenance & escalate the Incidents to concern department under Surveillance System.
- b) Attending customers complaints & queries through phone calls, emails, or other means.
- c) Provide support on technical issue & also to identify problems root causes solution accordingly. d) Follow-up with customers & take update from them regularly to build a friendly professional relationship.

4. **Team Member (September 6, 2011 - May 8, 2013)**

Karnaphuli Sportswear Industry Limited (Youngone BD)

Company Location : Plot : 9-14, 18-20, Sector -7, C.E.P.Z. Chittagong .Bangladesh

Department: Export & Sales

Duties/Responsibilities:

- a) Dealings with Buyer & also maintain the entire procedure of purchasing. b) Develop the products as per buyer methodology. c) Accustomed with SAP (Systems Applications and Products in Data Processing).
- e) Handle the documentary jobs such as Billing process, Insurance coverage, Client record etc.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration	Achievement
M.Sc. in Applied Physics & Electronic Engineering	Applied Physics & Electronic Engineering	Rajshahi University	Second Class, Marks :53%	2009	One year	M.Sc
B.Sc. in Applied Physics & Electronic Engineering	Applied Physics & Electronic Engineering	Rajshahi University	Second Class, Marks :47%	2008	Four Year	B.Sc
HSC	Science	Gazipur Cantonment Board College	CGPA:3.7 out of 5	2003	Two year	H.S.C
SSC	Science	Gazipur Cantonment Board High School	CGPA:4.13 out of 5	2001	Two year	S.S.C

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
IT Sales for Professional	IT Sales	BASIS Institute of Technology & Management (BITM)	Bangladesh	BDBL Bhaban (3rd Floor), East 12, Dhaka 1215	2018	36 Hours

Practical Based Cisco Structured Network and Server System Administration.	Network Design, TCP/IP, Cisco Switch, Cisco Router, Cisco/Nokia Firewall, Server Hardware, Windows Server 2008, MS Exchange/VMwave, Red hat Linux, Troubleshooting	Desktop Computer Connection Ltd	Bangladesh	New Baily Road,Dhaka-1000	2013	Seventy Two Hours`
Supply Chain Management	Supply Chain Processes,Performance & Variables,Role of Distribution,Network Design,SAP ERP,Managing Integrated Supply Chain.	Bangladesh University of Engineering and Technology (BUET).	Bangladesh	Dhaka	2013	Twenty Hours`
Microsoft Office and Internet	Microsoft Office and Internet	Rajshahi University ,Computer Center	Bangladesh	Rajshahi	2010	Sixty Hours`

Career and Application Information:

Looking For : Mid Level Job
 Available For : Full Time
 Present Salary : Tk. 32000
 Expected Salary : Tk. 25,000
 Preferred Job Category : IT/Telecommunication, Marketing/Sales
 Preferred District : Dhaka, Gazipur
 Preferred Country : Germany, Australia, Canada
 Preferred Organization Types : IT Enabled Service, ISP, Multinational Companies, Engineering Firms, Electronic Equipment/Home Appliances, Group of Companies, Cellular Phone Operator, Fire Fighting and Safety

Language Proficiency:

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

Personal Details :

Father's Name : Md.Abdur Rahman
 Mother's Name : Lily Begum
 Date of Birth : September 22, 1985
 Gender : Male
 Marital Status : Married
 Nationality : Bangladeshi
 Religion : Islam
 Permanent Address : House No-44,Ward No-7,Block-A,Road No-1,South Salna, P.O.-Salna Bazar,Upzilla-Gazipur Sadar, District-Gazipur-1703.
 Current Location : Gazipur

Reference (s):**Reference: 01**

Name : Mohammad Shamim Ahmed
Joarder
Organization : NRB Commercial Bank Ltd
Designation : First Vice President (ICT)
Address : Head Office : 114,Motijheel C/A
Dhaka -1000 , Bangladesh
Phone (Off.) : 029573423-30
Phone (Res.) :
Mobile : +88 01713 386898
EMail : joarder@nrbcommercialbank.com
Relation : Relative

Reference: 02

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