

Last Updated : **February 14, 2017**

## **MD. ROBIUL AWAL**

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### **Career Objective:**

To establish a working career in any dynamic and challenging organization that permits the best potential with prospects of advancement in the versatile area. Committed to highest level of professional and personal excellence thriving to learn.

### **Career Summary:**

Want to make a great contribution in organizational and national economic growth and to achieve recognition as well. The yardstick of the performance of any institution or organization to reach my standard of service of the infinite level of quality & quantity.

### **Special Qualification:**

1. Excellent communicative skill
2. Ethical and psychological strength
3. Good command in cultural and extracurricular area
4. High adaptability and challenge loving mentality
5. Dynamic, self-motivated and damn co-operative
6. Leadership power

### **Employment History:**

**Total Year of Experience : 4.5 Year(s)**

1. **Officer-Business Facilitation ( October 1, 2013 - July 20, 2016)**

### **International Development Enterprises**

Company Location : Gulshan-1,Dhaka

Department: Business Development

#### **Duties/Responsibilities:**

- \*\*Implementing project target & goals by different stakeholders
- \*\*coordination with partner organization CIMMYT BD
- \*\*Creates LSP(Local service provider)
- \*\*Argi market development
- \*\*push sell & pull sell with ACI.Metal & RFL
- \*\*Networking, linkages, relationships building with public sectors(DAE,DOF),private sector,MFI
- \*\*Capacity buildings of LSPs,machanics,dealer,SAAO, different stakeholder.
- \*\*Advertising & sales promotion
- \*\*Business development
- \*\*Market research
- \*\*Developed business model and cost benefit analysis of business to increase sale of machinery market players
- \*\*Assess market conditions and monitoring system for effective project interventions
- \*\*Closely work (i.e. train, mobilize, conduct meetings etc) with farmer groups (e.g. IPM, ICM etc) and cooperatives to enhance technology adoption and ensure profit and viable business, especially targeting women in maize, wheat, pulse and oilseed cultivation. Identify and analyze potential opportunities to improved farmer access to market and improve efficiency along with potential stakeholders and develops relevant implementation strategies by identifying methodically the lack of capacities of service providers, market actors, small holders and partners.
- \*\*Organize training, workshop, orientation and discussion session etc and extend all support in developing day-to-day monitoring and reporting guidelines as well as prepares monthly and semiannual progress reports incorporating both qualitative and quantitative information and share them with all concern.
- \*\*Develop working relationship with concern department, agencies, input/out market actors, different associations, partners and stakeholders and explores new opportunities/ scope of works.

### **2. Senior Marketing Executive ( July 10, 2013 - September 24, 2013)**

#### **Japan Banga Land Developments**

Company Location : Banani,Dhaka

Department: Sales& Marketing

#### **Duties/Responsibilities:**

- \*\* Monitor Sales & Marketing.
- \*\* Corporate Marketing
- \*\*Monitor Sales Administration.
- \*\*Build-up excellence trade relation with different business partners.
- \*\*Implement corporate planning & policies in the field level.

### **3. Territory Officer ( April 3, 2012 - January 29, 2013)**

#### **Dhaka Tobacco Industries(Akij Group)**

Company Location : Motizeel,Dhaka,Bangladesh

Department: Sales& Marketing

#### **Duties/Responsibilities:**

- \*\* Monitor Sales & Marketing.
- \*\*Monitor Sales Administration.
- \*\*Build-up excellence trade relation with different business partners.
- \*\*Implement corporate planning & policies in the field level.
- \*\*Follow-up depot/distributors logistics.
- \*\*Meet sales target & prepare sales forecast.
- \*\*Fulfillment of monthly & yearly target assigned by the management.

#### 4. Executive,Marketing & Sales ( March 4, 2012 - April 2, 2012)

##### **general automation l.t.d**

Company Location : Dhanmondi,Dhaka

Department: Sales& Marketing

##### **Duties/Responsibilities:**

\*\*Build-up excellence trade & marketing.

\*\*Implement Corporate Planning & Policies to field level.

\*\*Motivating Customer about related products.

\*\*Communicates with company clients.

\*\*Fulfillment of monthly target assigned by the management.

#### 5. Marketing Executive ( October 1, 2011 - March 1, 2012)

##### **Abul Khair Group**

Company Location : Chittagong

Department: Steel Division (AKS Rod)

##### **Duties/Responsibilities:**

\*\*To promote AKS product \*\* preparing a report about the visit describing findings and recommendations on AKS \*\*Collecting order regularly \*\*build up customer relationship\*\*Corporate Marketing \*\*thoroughly understand clients needs

\*\*Communicate with company's clients

\*\*Collaborate with sales and marketing operation \*\*Contact and follow-up the clients

\*\*Motivating the customer about related products \*\*Fulfillment of monthly and yearly target assigned by the management

#### 6. Visitors & Reporter ( September 1, 2009 - December 10, 2009)

##### **B.C.S.I.R School**

Company Location : Dhaka

Department: School managing committee

##### **Duties/Responsibilities:**

01.Reporting based on School management

02.Follow up Classroom activities

#### **Academic Qualification:**

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
Executive M.B.A(Masters of Business Administration)	Marketing	B.U.B.T		2018	2017-2018
Masters	Social Science Education	University of Dhaka	CGPA:3.38 out of 4	2011	2009-2010
Honors	Education	University of Dhaka	CGPA:3.26 out of 4	2010	2005-2009
HSC	Business Studies	B.C.I.C College	CGPA:4.6 out of 5	2005	2003-2005
SSC	Business Studies	B.C.I.C College	CGPA:4.75 out of 5	2003	2001-2003

#### **Training Summary:**

Training Title	Topic	Institute	Country	Location	Year	Duration
Business Planing Training	Business	IDE-Bangladesh	Bangladesh	Jessore	2015	2 days
Gender sensitivity Training	Gender	IDE-BD	Bangladesh	CSS ava Centre,Khulna	2014	3 Days
Sales Training	Marketing & Sales	Dhaka Tobacco Industries	Bangladesh	Akji Chamber,Motizeel,Dhaka,Banagladesh	2012	7 days
Industrial & Field Test Training	Sales & production	Abul Khair Group	Bangladesh	Chittagong	2011	1month
Internship		B.C.S.I.R School.	Bangladesh	Science labratory,Dhaka	2010	6 months

#### **Career and Application Information:**

Looking For : Mid Level Job  
 Available For : Full Time  
 Present Salary : Tk. 38000  
 Expected Salary : Tk. 15,000  
 Preferred Job Category : Marketing/Sales, NGO/Development  
 Preferred District : Anywhere in Bangladesh.  
 Preferred Organization Types : Banks, College, Training Institutes, Govt./ Semi Govt./ Autonomous body, NGO, Development Agency, Trading or Export/Import, Multinational Companies, Public Relation Companies, Buying House, Airline, Group of Companies

### **Specialization:**

Fields of Specialization
<ul style="list-style-type: none"> <li>• Business development</li> <li>• Market Research</li> <li>• Agriculture/ Forestry</li> </ul>

### **Extra Curricular Activities:**

1.Experienced to organize various programs such as workshops, competitions, sports, cultural shows, national days programs, etc. 2.Co-curricular activities about sports and cultural program.

### **Language Proficiency:**

Language	Reading	Writing	Speaking
Bengali	High	High	High
English	High	High	Medium

### **Personal Details :**

Father"s Name : Md. Emdadul Hoque  
 Mother"s Name : Anwara Begum  
 Date of Birth : July 6, 1988  
 Gender : Male  
 Marital Status : Unmarried  
 Nationality : Bangladeshi  
 Religion : Islam(sunni)  
 Permanent Address : Vill+Post-Dauty bazar, Thana-Sonaimury, Dis-Noakhali  
 Current Location : Dhaka

### **Reference (s):**

	<b><u>Reference: 01</u></b>	<b><u>Reference: 02</u></b>
Name	: Md. Hashifur Rahman	Md. Khalekuzzaman
Organization	: Dhaka Tobacco Industries	International Development Enterprises
Designation	: Territory officer	Manager-Business Development
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Relation	: Professional	Professional

