

Last Updated : **May 17, 2018**

MD. SADIKIN ZIME

Address: Chadmohol, House# 398/A, East Nakhhalpara, Tejgaon, Dhaka
Home Phone: 01924242594
Mobile : 01722875614
email:sadikinzime@gmail.com



Career Objective:

To work in a challenging and dynamic position at Global standard Organization with a vision of Dedication. Where jobs satisfaction and career building could be achieved through hard work and effort.

Special Qualification:

1. I have successfully completed the "English Language Course" at MENTOR English Language Institute from 15-11-2009 to 15-03-2010 (04 Months)
2. Short course on computer (MS- Word, MS- Excel, Internet Browsing)

Employment History:

Total Year of Experience : 7.8 Year(s)

1. Sales Engineer (October 1, 2016 - Continuing)

Beacon Power Systems Ltd.

Company Location : Lake Drive Road, House# 22, Nikunja-1, Dhaka-1229

Department: Sales

Duties/Responsibilities:

1. Responsible for sales of diesel generator
 2. Carryout visiting fields frequently to increase number of customer and enhance company"s sales and market share growth
 3. Discuss & negotiate with customers to closing sale by agreeing terms and conditions and maintain after sales relationship with both existing and potential customers
 4. Offering after-sales support services
 5. Prepare action plans by individuals as well as by team for effective search of sales.
 6. Carryout responsibilities for achieving target
 7. Regular & systematic follow up of credit parties.
 8. Communication with customer in both verbally and in written
 9. Data preservation of all offers, sales, factors for winning or reasons for losing a sale and activity reports
 10. Prepare and maintain proper records for weekly reports, monthly report, other reports and budget forecast.
 11. Stay updated with respect to product knowledge and sales technique
 12. Capable to work under pressure and always prompt to response against any query of clients
 13. Any other responsibility assigned by the management as per company requirement.
- etc

2. Executive, Sales (July 1, 2014 - September 30, 2016)

Energypac Power Generation Ltd

Company Location : 270/B, Tejgaon I/A, Dhaka-1208

Department: Power Generation Division

Duties/Responsibilities:

1. Guascor gas generator spare parts sale
2. Preparing of weekly & monthly report on sales, service & recovery.
3. Identifying prospective business & follow up
4. Prepare spare parts price quotation, final offer submission to clients & negotiating.
5. Closing sales by agreeing terms and conditions.
6. Payment collection preferably in A/C payee cheque/DD/PO against spare parts & services sale by our collection department.
7. Achieve Sales & Collection target of Company.
8. Build a strong relationship with clients.
9. Communicate to clients by email & Visit to clients, if required.
10. Maintaining and updating customer databases.
11. Prepare report as required by management.
12. Managing and interpreting customer requirements
13. Recording and maintaining client contact data
14. Solving client problems, etc.

3. Executive, Sales (January 1, 2011 - June 30, 2014)**Energypac Power Generation Ltd**

Company Location : 270/B, Tejgaon I/A, Dhaka-1208

Department: Power Generation Division

Duties/Responsibilities:

1. FG Wilson branded Perkins diesel generator spare parts sale in the assigned sales territory
2. All type of services sale in the assigned territory
3. To introduce all type of eg products in the assigned territory
4. To inform all type of product query handled by Energypac to the concern officials
5. To deliver the parts to the clients if required
6. Payment collection preferably in A/C payee cheque/DD/PO against spare parts & services sale
7. To search new customer and include with our existing client list
8. To discuss with customer about SnM contract policy & offer submission to the clients
9. To inform any query regarding SnM contract or parts to the concern officials
10. To carry out monthly inspection & periodic maintenance of generators if it is assigned by the concern Authority
11. Regular follow-up with existing / potential clients.
12. Work with energetic sales & service team and follow the instruction of supervisor, etc

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
BSc in Engineering	Electrical & Electronic Engineering	World University of Bangladesh	CGPA:3.44 out of 4	2015	4 Year(s)
Diploma in Engineering	Power	Kushtia Polytechnic Institute	CGPA:3.55 out of 4	2010	4 Year(s)
SSC	Science	Baraigram Pilot High School.	CGPA:4.13 out of 5	2006	2 Year(s)

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
The Art of Communications, Negotiations and Unlock your Sales potential		ACTIVA Management Development Institute	Bangladesh	H# 1/C, Appt# 2/C, R#01, Shyamoli, Dhaka-1207	2018	3 Day
Corporate Grooming & Etiquette		Ray Bangladesh	Bangladesh	House #22, Lake Drive Road, Nikunja-1, Dhaka-1229	2017	1 Day
Traits of a good sales person	The process of technically satisfaction, concept Product knowledge, competitors price, decision maker & good behavior system	Energypac Power Generation Ltd.	Bangladesh	79, Tejgaon I/A, Dhaka-1208	2015	2 Day
Advanced Selling Techniques	The selling process, rules & responsibilities of a salesman, negotiation concessions system	Energypac Power Generation Ltd.	Bangladesh	79, Tejgaon I/A, Dhaka-1208	2012	2 Day
Industrial Attachment Program	Power Generation & Distribution System	Bheramara Power Station, Bheramara, Kushtia	Bangladesh	Bheramara, Kushtia	2009	3 month
Refrigeration & Air-conditioning Trade	Refrigeration & Air-conditioning System	department of youth development ministry of youth & sports	Bangladesh	Kushtia	2009	6 month

Career and Application Information:

Looking For : Mid Level Job
 Available For : Full Time
 Expected Salary : Tk. 0
 Preferred Job Category : Engineer/Architect, Production/Operation
 Preferred District : Dhaka
 Preferred Organization :
 Types

Language Proficiency:

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

Personal Details :

Father"s Name : Md. Shohidul Islam
Mother"s Name : Mst. Zahida Begum
Date of Birth : September 23, 1991
Gender : Male
Marital Status : Unmarried
Nationality : Bangladeshi
Religion : Islam (Sunni)
Permanent Address : Villaage: Nishchintapur, Post Office: Rahmatpur Bazar, Police Station:
Baraigram, District: Natore.
Current Location : Dhaka

Reference (s):

Name : Md.Amirun Nahin
Organization : Triton Textile Bangladesh Ltd.
Designation : Sr. Merchandiser
Address : R# 99, H# 20, Floor# 1, 2 & 3,
Gulshan-2, Dhaka-1212
Phone (Off.) :
Phone (Res.) :
Mobile : 01957292216
EMail : nahin_amirun@tritontextile.com
Relation : Professional
