

Last Updated : **November 12, 2018**

MIR MD. AHSAN HUDA

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Career Objective:

Seeking a position that will benefit from my practical experience, positive interaction skills and industry contacts where my experiences can improve the targeted results to disseminate me as the future business leaders.

Career Summary:

Self-motivated efficient and diplomatic sales professional. To be placed in a dynamic and challenging job where I can utilize my interpersonal skills, creativity and learning experience to develop my career as well as to contribute in the welfare to the organization. I believe my strengths and skills make me a perfect fit for any sales based company.

Special Qualification:

- Direct Sales Experience on e-products like LED, Cables, Electronics etc.
- ATL/BTL Planning and Execution
- Trade Sales, Dealer Management, Corporate Sales
- Sales Forecast & Sales Planning
- Business Development
- Branding & Sales Promotions

Employment History:

Total Year of Experience : 6.8 Year(s)

1. Asst. Manager (July 1, 2018 - Continuing)

Saif Powertec Limited

Company Location : Bir Uttam Road, Mohakhali, Dhaka

Department: Marketing and Sales

Duties/Responsibilities:

- Make sure company's overall sales & collection achievement for the yearly basis
- Guide, Coach and help the team members to achieve their goals
- Participating and make sure the GO/NGO Tender and Project sales for the company
- Providing all sort of Electrical and technical solutions to the customer
- Enhance the portfolio of company

2. Asst. Manager (February 1, 2017 - June 30, 2018)

SOLAR Power Limited- Petrochem Bangladesh Limited

Company Location : 3rd Floor, ABC Heritage, Jashimuddin Avenue, Uttara, Dhaka

Department: Marketing

Duties/Responsibilities:

- Maintaining the head office standard regarding staffing and sales
- Performing to achieve sales & other targets
- Finding and locating the potential sources for Electrical products marketing and sales
- Plan & formulate sales strategies;
- Recruit, Guide, Train & Develop sales force;
- Targeting GO projects and implement this just on time
- Communicate and supports the SCM team to ensure timely production/delivery as per schedule;
- Follow up competitors promotional activities, such as price, trade offers, etc. and prepare reports with recommendation for counter action;
- Prepare monthly/quaterly/Yearly sales forecast based on reliable data from the current market.

3. Sr. Executive (May 1, 2016 - January 31, 2017)

SOLAR Power Limited- Petrochem Bangladesh Limited

Company Location : 3rd Floor, ABC Heritage, Jashimuddin Avenue, Uttara, Dhaka

Department: Marketing

Duties/Responsibilities:

- Plan, organize, implement and monitor sales activities to achieve sales target.
- Timely Develop strategic plans and execute as per agreed Sales Plan.
- Closely monitor and analyze sales volumes, market share trends and competitive activity.
- Sales forecasting, sales promotion planning of Electronic product Marketing & Sales.
- Strong leadership quality to manage a big team or work forces.
- Develop sales team to improve their competencies (functional & managerial).
- Use leadership techniques to motivate and develop people. Identify the training needs of subordinates
- Very strong approach to Systems and processes.

4. Asst. Brand Manager (November 15, 2014 - January 30, 2016)

Pran-RFL Group

Company Location : 105, Middle Badda, Dhaka Bangladesh

Department: RFL Electronics, Bizli Cables

Duties/Responsibilities:

- Overall Trade Market Operation, -Distributor/Traders Handling,
- Develop zonal promotional plan, evaluate branding, promotional activities and generate new model for promotional activities.
- Plan, organize, implement and monitor sales activities to achieve sales target
- Use leadership techniques to motivate and develop people. Identify the training needs of sales force

5. Manager (January 8, 2012 - October 30, 2014)

Faiza Software & Solution

Company Location : #289, Baridhara DOHS, Gulshan Dhaka

Department: Marketing & Business Development

Duties/Responsibilities:

Supervising the overall marketing procedure of the firm to identify new markets, through out Research. Strategies, Promotions, Campaigning programs, and ensuring development of Brand Image. Assist the Head of Sales & Distribution in field sales & operational management, Lead the sales team towards achievement of the organizational goal. Beside this provide admin support to HR Department, and perform other official duties as needed and directed by Management.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
BA Honors	English	Leading University, sylhet	CGPA:3.45 out of 4	2011	2007-2011
Post Graduate Diploma (PGD)	Marketing Management	BIHRM, Bangladesh	Enrolled	2019	2018-2019
HSC	Commerce	Madan Mohan University College Sylhet	CGPA:3.3 out of 5	2007	2005-2007
SSC	Commerce	Sylhet Govt. Pilot High School	CGPA:3.56 out of 5	2005	-

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Master in Excel	Microsoft Office Program	Training Bangla	Dhaka, Bangladesh	Brac Learning Center, Uttara, Dhaka	2017	2 days
How A Salesman Can Become Even More Successful	Salesmanship and its Approaches How a Salesman Can Become Even More Successful	Sales+ by Razib Ahmed	Bangladesh, Dhaka	Brac Learning Center- Niketon, Gulshan, Dhaka	2016	08 Hours
Application of Office Management	Activities of an Administrative Person	National Youth Forum.	Sylhet, Bangladesh.	Zindabazar Sylhet	2011	3 hours

Career and Application Information:

Looking For : Mid Level Job
Available For : Full Time
Present Salary : Tk. 60000
Expected Salary : Tk. 20,000
Preferred Job Category : General Management/Admin, Marketing/Sales
Preferred District : Anywhere in Bangladesh.
Preferred Organization : Multinational Companies, Direct Selling/Marketing Service Company, Electronic Equipment/Home Appliances, Group of Companies, Electric Wire/Cable, Chain shop, Beverage

Specialization:

Fields of Specialization	Description
<ul style="list-style-type: none"> • Consumer Durables - Sales & Marketing • Brand Promotion • Project Management • Analyzing sales metrics • Business Research • ATL /BTL Planning • Corporate and B2B Sales • Dealer Management • new business development 	Corporate Sales, B2B sales, ATL/BTL Planning, Trade Sales, Dealer Management, Sales Planning, Sales Reporting, Competitive Analysis, Sales Promotional Activities, Business Development, Branding etc.

Extra Curricular Activities:

Former President of LU Social Services Club, Leading University Sylhet. Also experienced on Event Managements, like arranging Cultural shows, Seminar-Symposium, Organizational Programs etc.

Language Proficiency:

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

Personal Details :

Father"s Name : Mir Abdul Karim
 Mother"s Name : Shamima Islam
 Date of Birth : June 1, 1989
 Gender : Male
 Marital Status : Married
 Nationality : Bangladeshi
 Religion : Islam
 Permanent Address : # 34/B, Shopnonir, Chadnighat, Sylhet # 48, Jagannath saha road, amligola, Lalbag Dhaka.
 Current Location : Dhaka

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Md. Shafiqul Alam	MD. Saif Uddowlah
Organization	: InfraCo Asia Pte	Petrochem Bangladesh Limited
Designation	: Project Manager	Director
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