



HAFIZUR RAHMAN

Sales & Marketing Professional

II
PGDSCM

II
Microsoft Certified Professional

PROFILE

Well organized, creative, and proven sales & marketing professional. Experience working with and across sales teams and well as external clients and agencies on creative, editorial, strategic, and tactical levels. Significant negotiation experience. Track record of delivering unique and effective content. Impressive history of planning and executing sales & marketing campaigns.

CONTACT

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+8801710374894

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Dhaka-1216

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EMAIL:
chatak.rahman@gmail.com

SKILLS



WORK EXPERIENCE

**MANAGER,
COMMERCIAL & BUSINESS DEVELOPMENT,
TARIF BUILDERS & PROPERTIES LTD.,
Uttara, Dhaka.**

OCTOBER 2019– CONTINUING

Oversee the negotiations surrounding the sale and purchase of real estate. Create, develop and exploit commercial opportunities. Produce and deliver a sales action plan. Maintain a comprehensive knowledge of the company's portfolio. Obtain customer feedback on service quality. Provides ad-hoc and on-going decision support to the management by engaging in data analysis. Identify new market opportunities. Develop and maintain an excellent rapport with key stakeholders. Representing the organization at trade exhibitions, events, demonstrations and other related activities. Perform other related duties as required.

**SR. EXECUTIVE (DIVISIONAL IN-CHARGE),
SALES & MARKETING,
NITOL-AAYAT PROPERTIES LTD. Concern of (NITOL-
NILOY GROUP),
Mohakhali, Dhaka.**

AUGUST 2017– SEPTEMBER 2019

Trained and developed new sales team associates in products, selling techniques and company procedures & supervised the team accordingly. Achieved Divisional sales operational & financial objectives. Provided financial support to the clients as per company policy. Liaised with Clients, REHAB & various Real Estate companies & agencies & also built and maintained rapport with them. Maintained and expands customer base. Recommended product lines by identifying new product opportunities. Implemented up-selling & cross selling strategies. Accomplished sales and organization mission.

CERTIFICATIONS

PGDSCM

(Post Graduate Diploma in Supply Chain Management)

Issued By: QUALIFI (UK)

Issued On: Appeared

Institution: BiMS (Bangladesh Institute of Management Studies)

Microsoft Office Specialist

(Microsoft Office Excel® 2010)

Issued By: Microsoft

Issued On: December 30, 2015

Verification Link: verify.certipoint.com

Verification Code: **LGP-s2Sn**



PERSONAL DETAILS

Father's Name : Md. Altaf Hossain
Mother's Name : Chamali Hossain
Date of Birth : January 4, 1987
Gender : Male
Marital Status : Married
Nationality : Bangladeshi
National ID No.: 3254395688
Passport No. : BY 0824245
Place of Birth : Manikganj
Current Location: Dhaka

REFERENCE

Mohammad Mahbubul Haq

Secretary,
Pharmacy Council of Bangladesh
Contact: +880-1730451506
Email: mahbub@pcb.gov.bd

Mr. Liakat Ali Bhuiyan

Vice-President (1)
Real Estate & Housing Association of
Bangladesh (REHAB)
Contact: +880-1711542125

TRAINING MANAGEMENT SPECIALIST, LEARNING & DEVELOPMENT, DIGICON TECHNOLOGIES LTD, Tejgaon I/A, Dhaka.

MAY 2015–AUGUST 2017

Managed & coordinated the various kind of training programs of Government Projects. Relationship Management with clients, ministry & govt. officials. Developing Learning Solutions. Adoption of training interventions & training delivery. Vendor Management. Conducted the training program on Sales Skills, Call Center Solutions (Airtel & Grameen Phone process), Customer Service, Soft Skills & Motivations.

QUALITY ANALYST, SERVICE QUALITY, DIGICON TECHNOLOGIES LTD, Tejgaon I/A, Dhaka.

MAY 2013–MAY 2015

Monitored and assessed overall quality of customer service & developed staff skills accordingly.

CUSTOMER RELATIONS EXECUTIVE, SALES & MARKETING, LEGATO SERVICE LTD., Uttara, Dhaka.

OCTOBER 2012–MAY 2013

Handled Inbound / outbound calls in English, set the appointments & provided online sales services to the USA, UK & Canadian clients.

EDUCATION

MBA (MARKETING)

AMERICA BANGLADESH UNIVERSITY, DHAKA

Result (CGPA): 3.40 out of 4

Year of Passing: 2017

B. PHARM (HONS)

DHAKA INTERNATIONAL UNIVERSITY, DHAKA

Result (CGPA): 3.07 out of 4

Year of Passing: 2014

DIPLOMA IN PHARMACY

**NATIONAL INSTITUTE OF MEDICAL & DENTAL
TECHNOLOGY, DHAKA**

Result (CGPA): Passed

Year of Passing: 2009

HSC (SCIENCE)

KALATIYA DEGREE COLLEGE, KERANIGANJ

Result (CGPA): 3.50 out of 5

Year of Passing: 2005

SSC (SCIENCE)

**ISLAMPUR NABADIGANTA HIGH SCHOOL,
MANIKGANJ**

Result (CGPA): 3.63 out of 5

Year of Passing: 2003