

REZA NOOR ALAM

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Career Objective:

Make an excellent career in the global market. I would like to build an excellent career in having a challenging position with a Local or Multinational company that is rapidly expanding and offers good advancement potential.

Career Summary:

I have started my career as a Marketing Executive at Energypac Power Generation Ltd. Then I promoted to Marketing Officer and Asstt. Manager, TecAdvantage Ltd. , Manager, Protec power Systems Corporate sales in Charge, Rahimafrooz Distribution Ltd., In Charge National Sales, Rahimafrooz Distribution Ltd, Now I am working as National Sales Manager at Rahimafrooz Distribution Ltd.

Special Qualification:

Extra-ordinary leading ability, Innovative, and ability to motivate people, Ability to work efficiently under pressure. Dedicated to improving business results, Self-confident with having a positive attitude, Ability to control cost strategically.

Employment History:

Total Year of Experience : 21.3 Year(s)

1. National Sales Manager (July 1, 2019 - Continuing)

Rahimafrooz Distribution Ltd.

Company Location : Globe Chamber, 104 Motijheel C/A, Dhaka-1000

Department: Electrical & Accessories (E&A)

Duties/Responsibilities:

National Sales Management

2. In-Charge, National Sales (E&A) (August 1, 2018 - June 30, 2019)

Rahimafrooz Distribution Ltd.

Company Location : Globe Chamber, 104 Motijheel C/A, Dhaka-1000

Department: Electrical & Accessories

Duties/Responsibilities:

National Sales Management

3. Project & Corporate Sales In Charge (August 1, 2011 - July 31, 2018)

RAHIMAFROOZ DISTRIBUTION LTD.

Company Location : Motijheel, Dhaka

Department: Electrical & Accessories

Duties/Responsibilities:

Monitoring : Obtaining Project & Corporate Sales.

Meeting : Sales meeting with various consultants, Project decision Makers, Company Heads, and Purchase Managements.

Sales Reports : Yearly sales budget preparation, Product wise target fixation,

monthly sales Target Vs Achievement analysis.

Promotion : Promotional budget preparation, campaigning schedule preparation, advertisement calendar, Gift item selection, trade discount policy preparation.

Training : Providing training on sales, marketing and technical aspect for the Executives, Officers, Territory sales officers.

Brand: Hager Brand Corporate & Project sales, marketing, promotion Planning completely done by me.

4. Manager, Sales & Marketing (May 1, 2009 - July 31, 2011)

Protec Power Systems

Company Location : Panthapath, Dhaka

Department: Marketing

Duties/Responsibilities:

Monitoring : Sales Team Monitoring

Meeting : Sales meeting with various consultants, Project decision Makers, Engineers.

Sales Reports : Yearly sales budget preparation, Product wise target fixation for Managers, Engineers, Officers and Executives, monthly sales Target Vs Achievement analysis.

Promotion : Promotional budget preparation, campaigning schedule preparation, advertisement calendar, Gift item selection, trade discount policy preparation.

Product Sourcing: Product sourcing for developing new product for company.

Foreign Correspondence: It's my daily work to communicate with the principal Companies.

Training : Providing training on sales, marketing and technical aspect for the Executives, Officers, sales engineers and asstt. Managers.

5. Asstt. Manager (December 1, 2004 - April 30, 2009)

TecAdvantage Ltd. (Sister Concern of ENERGYPAC)

Company Location : Gulshan,Dhaka

Department: Sales & Marketing

Duties/Responsibilities:

Monitoring : Day to day monitoring the sales teams activities.

Sales : Yearly sales budget preparation, Product wise target fixation for the sales Executives, monthly sales Target Vs Achievement analysis.

Promotion : Promotional budget preparation

Training : Providing training for the Area Sales Executives.

Brand: SCHNEIDER Brand sales, marketing, promotion Planning completely done by me.

6. Marketing Executive (August 25, 1999 - November 30, 2004)

Energypac Power Generation Ltd.

Company Location : Dhaka

Department: Marketing & Distribution (M&D)

Duties/Responsibilities:

Sales and Marketing of Legrand Brand Electrical Products to the corporate customers.

Market Intelligent.

Academic Qualification:

Exam Title	Concentration / Major	Institute	Result	Pas.Year	Duration
Master of Business Administration (MBA)	Marketing	Institute of Resource Management	CGPA:3.44 out of 4	2004	2002-2004
Bachelor of Science (BSc)	Science	National University, Bangladesh	Second Class, Marks :45%	1997	1995-1997

HSC	Science	Govt. City College, Rajshahi	Second Division, Marks :45%	1993	1992-1993
SSC	Science	New Khairtala High School, Jeshore	First Division, Marks :66%	1991	1990-1991

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Design Thinking	Problem-solving approach, crystalized in the field of design, which combines a user-centered perspective with rational and analytical research with the goal of creating innovative solutions.	Rahimafrroz Distribution Ltd.	Bangladesh	Dhaka	2019	1 Day
Sales Excellence	Think Like Your Customer	Shubbrato Dutta and LCBS Dhaka Ltd.	Bangladesh	Dhaka	2017	2 Days
Sustainable Development and Green Building Opportunity in Bangladesh	LEED Rating System, Green Building Concept	360 Total Solution Limited	Bangladesh	Dhaka	2015	1 Day
Air Circuit Breaker & IP Roombox Software Installation	ACB and IP Room Box, Logic setting	Huizhou Hager Electric Ltd	China	Huizhou and Dongguan, Guangdong, China	2015	9 Days
Managing Electrical Risks in the Workplace	Electrical Hazard, Life Risk, First aid	Business Express	Bangladesh	Panthapath, Dhaka	2014	1 Day
International Short Course on Solar PV System	Solar Photovoltaic System	Bangladesh University of Engineering and Technology	Bangladesh	BUET, Dhaka	2010	6 Days

Career and Application Information:

Preferred Job Category : Marketing/Sales
 Looking For : Top Level Job
 Available For : Full Time
 Preferred District : Anywhere in Bangladesh.
 Preferred Country : Australia, China, France, Germany, India, Italy, Kuwait, Malaysia, Saudi Arabia, Singapore
 Preferred Organization Types : Wholesale, Multinational Companies, Engineering Firms, CNG, Direct Selling/Marketing Service Company, Overseas Companies, Group of Companies

Personal Details :

Father's Name	: Late Nur Mohammad Kamal
Mother's Name	: Rowshan Ara
Date of Birth	: July 14, 1976
Gender	: Male
Marital Status	: Married
Nationality	: Bangladeshi
National Id No.	: 2829086350
Religion	: Islam
Permanent Address	: Village-Mohajidpara, Sapahar, Sapahar, Naogaon 6560
Current Location	: Dhaka