

Md. Moshir Rahman Chowdhury

Address : House#11, Road #06, Block #B, Mirpur 10, Dhaka

Mobile No : 01981004533 , 01882684540

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Career Objective:

Smooth dealing with people given any task, able to work under pressure and always willing to take new challenges because of having self motivated, self confident, quick problem solving power and multi-tasker.

Special Qualification:

- ❖ Used to operate ERP software.
- ❖ Used to operate PMS software.
- ❖ Used to operate Wordpress software.

Employment History:

1. Assistant Manager, Corporate Sales (16-06-2015 – 31-03-2020)

Partex Star Group

Company Location : Santa Western Tower, level-13, Bir Uttam Mir Shawkat Road, 186 Tejgaon, Dhaka

Department: Sales

Job Responsibilities:

1. To meet the sales target.
2. Regular visit corporate customers.
3. Regular cross check quotation and RFQ form for submitting to customers .
4. Ensure the best customer service and maintaining all sales documents.
5. Check collection from customers.
6. Planning for sales development and sub-ordinates performance development.
8. Monitoring customer demand & trends On time products delivery to customers
9. Effectively handle the customer complains
10. Responsible for customers selection for corporate business.
11. Special Projects as assigned by the management.
12. Maintain KPI for every quarterly, half yearly & yearly.
13. Factory follow up for products.
14. Prepare monthly, quarterly and half yearly forecast and planning for sales development.
15. Products analyses and planning for business development.

2. Territory Sales Officer (01-02-2014 - 15-06-2015)

Prime Footwears limited

Company Location : 119/3. (old), 6/2 (New), Segun Bagicha (1st Floor), Shahbagh, Dhaka-1000.

Department: Sales & Marketing

Job Responsibilities:

1. Build and execute a sales plan for assigned Area with minimal managerial oversight.
2. Visiting the sales market regularly, working with colleagues and customers and identifying or



resolving urgent issues

3. Maintain strong relation with distributor and team members.
4. Conversant with updated information to record sales figures, for data analysis and forward planning.
5. Analyzing sales figures and forecasting future sales.
6. Direct sales involvement, sales evaluation and initiate to develop sales volume

3. Territory Sales Officer (03-04-2012 - 15-01-2014)

Liberty Foods Co

Company Location : PuranaPolton, Dhaka

Department: Sales & Marketing

Job Responsibilities:

1. Planning and execution of sales strategy considering current market trend, consumer behavior and annual business plan for the entire sales area.
2. Proper monitoring of field sales force to achieve targets of volume, turnover, profit and market share within deadline
3. Meet the company revenue and profit target with proper planning and execution with extended standard skill, capability and customer focus.
4. Ensure product availability & visibility in all outlets of the markets
5. Ensure area wise strong dealer presence and distribution infrastructure and team building.

4. Sales Representative (23-05-2011 - 31-03-2012)

Pran-RFL Group

Company Location : Middle Badda, Dhaka

Department: Sales & Marketing

Job Responsibilities:

1. Visit the existing & potential market regularly.
2. Achievement of sales target (Daily, Weekly & Monthly).
3. Execute & drive company sales & marketing promotional activities within the assigned territory.
4. Collect orders daily from retails & whole sellers and Ensuring delivery of products as per orders and confirm weekly DO from distributor.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pass Year	Duration
Masters	Finance and Banking	National University	Second Division/Class	2012	1 year
Bachelor/Honors	Finance and Banking	National University	Second Division/Class	2010	4 years
H.S.C	Science	Dhaka City College, Dhaka	3.80 out of 5	2006	2 years
S.S.C	Science	Armed Police Battalion Public School & College, Bogra.	4.69 out of 5	2004	10 years



Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Diploma in computer science & technology	Micro-soft office, Adobe photo shop,powerpoint.	N.S. computer training institution.	Bangladesh	Bogura	2014	06 Months
Lab-based Communicative English Language Training Course	English Language	Foreign Language Training Center	Bangladesh	Govt. AzizulHaque College, Bogura	2009	03 Months
Workshop Training (Sales)	Sales Excellence	Aim Plus	Bangladesh	Partex Star Group	2015	02 Days

Career and Application Information:

Looking for Mid Level
 Availablefor Full-Time
 Preferred job catagory Marketing / Sales

Specialization:

- ❖ Personal skills: Patient, Good Listener, Self motivate, Show respect to others, able to adjust any situation,able to work under pressure.
- ❖ Technical skills: able to operate computer, laptop, and used to with ERP, Impress and PMS Software

Personal Details :

Date of Birth 1989-12-22
 Nationality Bangladeshi
 National Id No 9571895375
 Religion Islam
 Permanent Address Sher-E-Bangla Nagar, BoguraSadar, Bogura

Reference :

Reference 1	Reference 2
Name : K.M. Raziul Hasan Organization : Chevron Bangladesh Designation : Field Security Manager Address : Locktoorah, Airport Road, Sylhet Mobile : 01714600700 E-mail : hnkm@chevron.com Relation : Family friend	Al Moqbul Ahmed Aim Plus (Consultants & Trainers) Chief Executive Officer (C.E.O) Mirpur, Dhaka. 01916025214 info@aimplus.org Well known

Declaration : All the information mentioned are correct to the best of my knowledge and believe.

Signature

Md. Moshiur Rahaman Chowdury
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