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**CURRICULUM-VITAE**

**PERSONAL**

* Full Name : **Faishal Chowdhury**
* Father’s Name : Late Md. Abul Kashem Chowdhury
* Mother’s Name : Bilkis Chowdhury
* Present Address : House# 40. Road# 2, Block# B, Flat# 202,

 Niketan, Gulshan-1, Dhaka-1212.

* Contact Phone : 01912-998201/ 01818666666
* Personal E-mail : faishal369@gmail.com
* Permanent Address : Vill-Batiar Kanda ,Dist-Madaripur ,Thana-Rajoir

 Post-Mohendrodi.

* Date of Birth : 11th December 1984
* Nationality : Bangladeshi by birth
* Religion : Islam
* National ID : 2692620524547

**EDUCATIONAL QUALIFICATION**:

 **ACADEMIC**

**2012 Executive Masters of Business Administration (EMBA)**

Institution: North South University

Major : Marketing

CGPA : 3.00

**2007 Bachelor of Business Administration (BBA)**

Institution: East West University

Major : Finance

Minor : Human Resource Management

CGPA : 3.05

(*Done internship in Exim Bank, Gulshan branch, Tenure-6 months*)

**2002 Higher Secondary Certificate Examination**

Institution: Rajuk Uttara Model College

Group : Commerce

Division : 1st

**2000 Secondary School Certificate Examination**

Institution: Banani Bidya Niketon

Group : Science

Division : 1st

**WORK EXPERIANCE**

**Total Year of Experience:”** 6.8” Years

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| 1. | **Regional Manager ( April 29, 2014 - Continuing)** |
|   | **Nitol Niloy Group (Hero Motorcycle)** Company Location : Mohakhali, Dhaka1-1212 Department: Sales & Marketing ***Duties/Responsibilities:*** 1. Monitor dhaka sales & marketing.2. Make strategic plan and monitor sales and dispatch of Dhaka region.3. Networking of showroom and dealers at different areas of Dhaka region.4. Arrange and monitor BTL (Below The Line) and branding activities for Dhaka region.5. Provide weekly, monthly, yearly achievement and forecast to the management.6. Conducting training for sales personnel, Monthly Review Meeting (MRM).7. Make plan and monitor execution of both ATL & BTL activities.  |
| 2. | **Deputy Manager ( November 02, 2013 - April 21, 2014)** |
|   | **Star Particle Board Mills Limited (SPBML)** Company Location: 68, Tejgaon I/A, Dhaka-1208.Department: Sales ***Duties/Responsibilities:*** 1. Monitor sales through district in-charge.2. Travel time to time in the targeted divisions, districts.3. Find out different opportunities and suggest assigned sales personnel.4. Report AGM of sales about the respective areas situations.5. Ensure proper strategy to overcome the obstacles.  |
| 3. | **Manager, Corporate Sales ( January 22, 2012 - September 30, 2013)** |
|   | **ACI Logistics Ltd.** Company Location : Novo Tower, 270 Tejgaon I/A, , Dhaka1208Department: Marketing & Sales ***Duties/Responsibilities:*** 1. Monitor existing and prepare new clients.2. Ensure Sales will complete as per the procedure.3. Analyze the variance of actual and budgeted sales report. 4. Monitor and achieve target sales through sales team.5. Develop and analyze Mini Shop in different areas.6. Monitor activities of Shopno outlets in different location of Dhaka city. |
| 4. | **Sales Officer ( November 01, 2008 - November 11, 2011)** |
|   | **Rahimafrooz Distribution Ltd.** Company Location : 12Mohakhali, Dhaka-1212 Department: Sales & Marketing ***Duties/Responsibilities:*** 1. Prepare and maintain Corporate & Retail customer database.2. Ensuring of merchandizing materials in all location of service counters.3. Work and input based as Annual Budget Plan (ABP), Sales & Operation Plan (SN&P).4. As an Analyst, figure out bottlenecks and smooth Operation Management of sales.5. By using Pivot table, find difference between actual and budgeted sales and emphasize on achievement.6. Report monthly, quarterly & yearly based sales. |
| 5. | **Customer Care Officer ( April 14, 2008 - October 14, 2008)** |
|   | **Bangla Link** Company Location : SWH, Gulshan Avenue, Plot#04, Tigerden, Gulshan-1, Department: Customer Care ***Duties/Responsibilities:*** 1. Attend customer calls.2. Ensure necessary input in “TAB software”.3. Maintain Key Performance Indicator (KPI)4. Give necessary input for the backend team. |
| 6. | **Manager ( November 01, 2007 - January 31, 2008)** |
|   | **IT PARTS LINE** Company Location : 44/D Indira Road, Dhaka-1215 Department: Administration and Sales ***Duties/Responsibilities:*** 1. Selling IT accessories through phone where queries were coming from USA at nigh. 3. Daily schedule 7:00 to 6:00 am in the morning.4. Take necessary feedback for customer end.5. Prepare submit sales report. |

**COMPUTER LITERACY:-**

* Operating System : Windows
* Word Processing : Microsoft Word, Power Point,
* Spread Sheet Management : Microsoft Excel, Pivot Table

**LANGUAGE PROFICIANCY:-**

* Bengali : Mother tongue
* English : Good command both writing & reading

**OTHER QUALITIES:-**

* Always optimistic and can do attitude.
* Feel free to work with a team
* Can communicate effectively with people from all walks of life
* Efficiency in quick decision making.
* Hard working.

**TRAINING SUMMARY:-**

***Training Title: Professional Salesman of 21st Century***

**Topic:** Salesman and Salesmanship-Explore Business, Selling ASAP-Sales is an Art, Professional vs Amateur, Self-Development for more Successful Selling-Try Winning, Selling through Sales Call, Globalization-Relationship Marketing, Handling Complain Wisely, Why Sales People fail on the job?

**Institute: BRIDDHI- A Seat of Professional Learning.**

**Instructor: Mr. Akbar Ali**

**Country:** Bangladesh

**Location:** 72(Ground Floor), Road#8/a, Dhanmondi R/A, Dhaka.

**Year: 2011**

**Duration:** 15th to 16th January

***Training Title: Customer Service is Fun***

**Topic: Satisfy the customer whatever the situation is. How to enjoy your own workplace?**

**Institute: Future Leaders**

**Instructor: Mr. Quazi**

**Country:** Bangladesh

**Location: Uttara, Dhaka.**

**Year: 2011**

**Duration:** 11 to 15 June.

**REFERENCE OF TWO RESPECTABLE PEOPLE:-**

**Reference: 01 Reference: 02**

Name: Md. Qaium Name: Najmul Hossain

Organization: RFL Pran Group Organization: DEDAR FILLING STATION

Designation: Counrty Sales Manager Designation: Managing Director

Badda, Dhaka1212. Address: Gazipur

Mobile: 01912-257558 Mobile: 01730111111

Relation: Professional Relation: Relative

E-mail:bpil13@prangroup.com

**Faishal Chowdhury**

Signature

Date: