

Md Kamrul Hasan

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OBJECTIVE

Accomplished management level position offering 1 year of experience developing and maximizing company sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imaging.

WORK EXPERIENCE

10/2020 - Running

**Assistant Manager – Sales & Marketing, Sheraspace,
Baridhara DOHS, Dhaka.**

Responsibilities:

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Monitored sales team performance, analyzed sales data and reported information to area managers.
- Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
- Collaborated cross-functionally with headquarters, regional and other teams nationally to maintain consistent message and experience.
- Maintained up-to-date knowledge of competitor products and pricing in market served.
- Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
- Managed revenue models, process flows, operations support and customer engagement strategies.
- Built relationships with customers and community to establish long-term business growth.
- Hired, supervised and coached 15 employees on sales strategies to optimize performance.

10/2019 – 10/2020

**Sales Advisor, Bproperty.com, Uttara-Marketplace,
Dhaka.**

Responsibilities:

- Ensure that all clients looking to buy were aware of current market conditions, Legal requirements, Pricing and Mortgages
- Delivered strategic assistance to Buyers looking to buy residential and commercial properties in Uttara, Dhaka
- Closed over 7 deals in 4 months, increasing overall revenue of the company
- Staged and prepared homes and properties for clients before arrival
- Inspected properties for listing accuracy and updated clients to maintain communication
- Drafted potential clients and necessary paperwork for viewing and meetings using Google Calendar, Excel sheets.
- Educated clients on sales and buying processes and advised buyers on making decision, worked closely with clients to facilitate appropriate loans, inspections and credit reports.

10/2018 – 09/2019

**Business Development Executive, Takeout Ltd,
Mohakhali DOHS, Dhaka.**

Responsibilities:

- Developed short-term and long-term sales objectives and strategic plans to meet market needs and company goals
- Delivered campaigns to solidify new client opportunities and generated new business
- Identified investment opportunities, threats and challenges to accurately forecast company budget
- Collaborated with sales and marketing departments to support business objectives and client acquisition

01/2018 – 09/2018

**Corporate Sales Executive, Zero Gravity Ventures Ltd
(Ananta Group Ltd.), Banani, Dhaka.**

Responsibilities:

- Collaborated with internal teams and suppliers to evaluate costs against expected market price and points and set structures to achieve profits targets.
- Created and implemented new business opportunities by utilizing strategic networking strategies
- Communicated product quality and market comparisons by creating sales presentations
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

EDUCATION

Bachelor of Business Administration (BBA),
American International University Bangladesh (AIUB)

- Graduated with 3.10 out of 4 CGPA
- Major in Marketing

2014 - 2018

Higher Secondary Certificate (HSC),
St. Joseph Higher Secondary School, Dhaka-1207

- Graduated with 4.10 out of 5 GPA
- Business Studies

2012 - 2014

Secondary School Certificate (SSC),
Noakhali Zilla School, Noakhali-3800

- Graduated with 4.25 out of 5 GPA
- Business Studies

2007 - 2012

ADDITIONAL

Microsoft Office package: Microsoft Word, Excel, PowerPoint

SKILLS

Product and service sales, Goals and performance, Customer satisfaction, Business development and planning, Relationship building and management, Problem resolution, Continuous professional improvement, Product knowledge, Negotiation trained, Sales expertise.

REFERENCES

<p>Md. Abul Barakat Area General Manager Maijdee Court Corpt Branch, Noakhali Janata Bank Mb No: 01712533440</p>	<p>Sumon Kanti Dev CEO, Founder BD Abashon, Real Estate Service Provider Bdabashon.Com Mb No: 01711277860</p>
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I am undersigned, hereby declare that I will be responsible for any wrong information provide here.

Md. Kamrul Hasan

Date: