

MOHAMMAD AHASANUL KARIM



RESUME

PERSONAL DETAILS

g p ga-164,mohakhali school road, Dhaka-1212, 1212 Dhaka

ahasanulkarim@gmail.com, 01672456904

Date of birth: April 26, 1988

Driver's license: DK10556105CL0001

Gender: Male

Nationality: Bangladeshi

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National ID card Number: 2395849173

EXECUTIVE SUMMARY

Meticulous Sales Professional with 12+ years of proven track records in lead generation, and business development with Critical client sales management. I passionately embrace and lead Change, practice sincerity & can take ownership of projects with complete accountability; I believe in excellence and foster Teamwork; having a mindset of continuous improvement. Comes from a solid science background schooling with Marketing and sales background in both graduations and having a decent CGPA with extracurricular activities and industry exposure with multinational dynamics make me a Passionate marketing professional.

EMPLOYMENT

Key account Sales executive

Jan 2011 - Present

Avery Dennison Bangladesh LTD., Dhaka

* Skills and Abilities to perform sales Duties:

- Strong communication and interpersonal skills with aptitude in building relationships with key stakeholders and clients for negotiation, and problem-solving.
- Capable to multitask, prioritize, and manage time efficiently
- Goal-oriented, organized team player to encouraging team members and staffs
- Capable to mentor and lead Self-motivational aptitudes and performance with minimum supervision
- In-depth understanding of Industry & company key clients and their position in the industry to follow 80-20 rule to capture sales and problem resolution
- Have problem Solving Skills & Seek diverse perspectives, think out of the box and can quickly defies solutions of being positive and curious to new ideas.
- Poses mutual respect for others, practice honesty and follow org. rules devotedly while focus on Client Value Creation.
- Sees the Big Picture and adaptable to dynamic work environment, accept challenges and meet deadlines.

* Job Responsibilities:

- Establish annual sales forecast and execution plan which consists for quarterly target around \$1.5+ million USD and monthly average \$5+ Lac USD
- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements

- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

ACHIEVEMENTS

Recent Accomplishments:

- * Outstanding quality performance increased based on Goods quality and service for new customers against target: POSH GARMENTS LTD-127%, Magpie knit-137%, AJI Group (Polo composite)-117%, Winter Dress Ltd-104%, Mark Group-134%, Sigma fashions-107%
- *Rewarded with ovation for the year-2011 for achieving quarterly sales target of \$1.8 Million.
- *Rewarded Best performance award for exceptional in the year-2012, 2014 in providing superior service
- * Rewarded with ovation for best performance for the year-2014, 2015 for achieving highest sales in a year
- *Rewarded with ovation for successfully completing the project-"customers complain resolution and Differentiate service model"
- *Participated in development plan on "Material shortage SOP and Escalation"
- * Participated in the project for "Sales Target setting though Customer potential and prospective"

INTERNSHIPS

Sales support officer

Sep 2010 - Dec 2010

Berger Paints Bagnadesh, Dhaka

- *Keep up to date with recent market and industry trends, competitors, and leading customer strategies
- *Increase the prospect of existing products by exploring new markets and other potential avenues
- *Timely collection of outstanding or credit revenues from the customers
- *Handling of the Buyers/dealers for their proper price/order management and solve query
- *Introduce new sales strategies to beat the competitors and capture the cream of the market
- *Obtain market information and keep the management informed
- *Visit customer, sales centre and provide support to all marketing and sales team members in regular basis
- *Interacting with different departments in times of complex problems
- *Preparing and presenting different reports for decision making by Sales Leadership Team

EDUCATION

MBA regular

Sep 2016 - Mar 2018

North South University, Dhaka

Earned CGPA 3.1 out of 4

BBA

Mar 2007 - Dec 2010

American international university Bangladesh, Dhaka

Earned CGPA 3.8 out of 4

HSC

Jul 2004 - Apr 2006

Adamjee cantonment college, Dhaka Cantonment

Earned CGPA 4.8 out of 5

SKILLS

Self-Confidence & Negotiation

Active listening

Entrepreneurial spirit

Computer:Prezi, MS office,powerpoint,project,Excel-
(Pivot,SQL basic, Hlookups, VLookups, HLookups,
data Charts, formulas)

Resilience & respect others

Rapport building

Storytelling & Presentation

LANGUAGES

Bangla

HINDI

English

TRAININGS

- DIGITAL MARKETING COURSE: By Bangladesh ICT division: 3 months
- Communication secrets certified by Mr. Ejazur Rahman, Mind mappers: 2 days
- Secrets for effective communication certified by Mr. Don Sumdany: 1 day
- English for business certified by British council: 3 months
- Fire fighting skills certified by Bangladesh fire bridge: 2 days
- Compass Selling Skills certified by Mr. Amir Daud, Sales director, Avery Dennison : 2 days
- Unleash your True potential certified by Mr. Don Sumdany: 1 day
- Effective Selling Skills for Maximum Results Certified by Mr. Ridwanul Karim: 1 day
- MS office and Adobe Photoshop certified by Apon computer academy: 3 months

REFERENCES

Ms. Nafiam Chowdhury
Avery Dennison Corporation, Dhaka
Nafiam.Chowdhury@ap.averydennison.com, 01755625842

Baitul Islam
NATCO BANGLADESH, Dhaka
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