

MD. MAHMUDUR RAHAMAN
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Job Objective:

Seeking an employment in a responsible position of a renowned company where I will get proper opportunities to face professional challenges & shift my career graph upward combining the knowledge & skills I have acquired over the years. I want to contribute effectively and honestly for my organization to achieve its goals & objectives.

Date of Birth: 2nd February 1990

NID: 19901592824000307

Job Experience:

Company Name: Bangladesh Brand Forum

Blog: <http://bbf.digital/>

Position: Project Manager

From: September 2018 to Present

Job Location: Gulshan 2, Dhaka

Key Responsibilities:

- Managing “Bangladesh Retail Forum” - Deepen relationships with stakeholders
- Project lead of “Bangladesh Retail Congress” - Track project deliverables
- Planning & implementing projects
- Plan & schedule project timelines
- Engage other organizations within the community
- Provide direction to project team

Accomplished Projects:

- “Bangladesh Retail Congress” (’18)
- Workshop on “Maintaining Quality in Superstores” (’19)
- “Bangladesh Retail Congress” (’20)

Company Name: ARLA Foods Bangladesh Ltd.

Website: www.arlafoods.com.bd

Position: Territory Officer

From: October 2015 to December 2017

Job Location: Hathajari, Chittagong

Key Responsibilities:

- Managing distributors - Managing dealers
- Planning to achieve Primary & Secondary Target
- Maintaining Distributors compliance - People management of distributors
- Preparing SR salary and Distributors Bills - Keeping company reports updated
- Implementing Marketing plans to the market - ROI management of distributors
- Maintaining Strong Relationship with Retailers -Executing Promotional Activities
- Training Sales Force

Key Achievements:

- Market Expansion from 1300 outlets to 2556 in Jurain Territory (Dhaka Metro)
- Awarded “Best Team Work” from EAST Region (’16)
- Successful Implementation of Sales Automation in Nazirhat (Chittagong) Territory (’17)

Internship Experience:

Worked as an Intern at Dutch Bangla Bank Limited. From January to March’13.

Title of the Report: “The Banking Operations and Services at Dutch Bangla Bank Limited (DBBL), Shantinagar Branch.”

Educational Background:

| Title of the Degree | Institution | Discipline | Result | Year |
|-------------------------------------|---|------------------|--------|------|
| Master of Business Administration | American International University- Bangladesh | Marketing | 3.85 | 2015 |
| Bachelor of Business Administration | American International University- Bangladesh | Marketing | 3.95 | 2013 |
| Higher Secondary Certificate | Government Commerce College, Chittagong | Business Studies | 4.90 | 2007 |
| Secondary School Certificate | Kalokakoli High School, Chittagong | Business Studies | 4.81 | 2005 |

Relevant Proficiency:

- **Computer:** Good knowledge of MS Office Word Document, Excel Worksheet & PowerPoint presentation.
- **Language:** Fluent in Bengali & competent in English with writing and speaking ability.

Special Qualifications:

- Quick learner
- Strong leadership
- Ability to work in a fast-environment and under stressed conditions
- Flexible & Cooperative as Team member
- Honesty
- Quick Decision Maker

Notable Workings and Achievements:

- Ex-Member of AIUB Business Club (ABC)
- Awarded “Summa Cum Laude (Academic Gold Medal)” on 14th Convocation of AIUB (‘14)
- Awarded “Magna Cum Laude (Academic Silver Medal)” on 16th Convocation of AIUB (‘16)

Workshop & Seminar:

- “Interactive and Spoken English” program at Executives Care, Chittagong
- Seminar on “A Journey Towards Creativity” in Dhaka University by Grey Advertising Bangladesh Limited
- Training on “Excel for Business Analytics” at ARLA

Fields of Interest:

- Knowing new & sharing knowledge
- Traveling new places.
- Listening Music

References:

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