

MD. FAZLE RABBI

Address: 377/D South Goran, Khilgaon, Dhaka
Mobile No 1: 01674136691
Mobile No 2 :01870788668
e-mail : fazrab87@gmail.com, rab_z@ymail.com



Career Objective:

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

Career Summary:

I have joined in Anwar Group Of Industries in 1st June, 2012 as a Trainee Marketing Officer & after getting two (2) promotions I have carried the role as an Area Sales Manager (ASM) in Anwar Group of Industries of Dhaka Region. I served here with a duration of 4 years.

After that, I have joined SureCash MFS, Progoti System Ltd. on 1st August, 2016 as a Territory Sales Manager (TSM) of Dhaka North Metro Region and till now I am continuing my job here successfully.

Special Qualification:

1. Hard worker
2. Quick learner
3. Reliable & responsible
4. Work well under pressure
5. Team Player
6. Well-groomed
7. Polite, respectful & courteous manners
8. Efficient and flexible
9. Skilled in computer
10. Skilled in English, IELTS Coursed

Employment History:

Total Year of Experience : 7.8 Year(s)

1. Territory Manager (August 1, 2016 - April 9, 2020)

SureCash MFS Progoti Systems Ltd.

Company Location : 51/B, Borak Mehenur Tower, Kakoly, Banani Dhaka 1213

Department: Sales & Distribution

Duties/Responsibilities:

I supervised Mirpur zone under Dhaka North Metro area of SureCash MFS which contains Agargaon, Taltola, West Shawrapara, Monipur, West Kazipara, Borabag, Shah Ali Bagh, Ahmed Nagar, Paik Para, 60 Feet Road, Technical, Kallyanpur, Shyamoli, Mirpur 10, Darus Salam, Gabtoli. Tolarbag, Rupnagar, Duaripara, Pallabi, Mirpur 1, Mirpur 2, Mirpur 6, Mirpur 11, Mirpur 11.5 Etc. My duty was to supervision the Distribution houses & It's Distribution Officers (DO) & all the agents under my territory & achieve the monthly sales target and also marketing related activities supervision by the subordinate Distribution officers. Also conduct business development activities like workshop, seminar to increase the sales of the product & create new markets.

2. Area Sales Manager (June 1, 2012 - July 31, 2016)

Anwar Group of Industries

Company Location : 27 Dilkusha, Baitul Hossain Building, Motijheel, Dhaka

Department: Sales & Marketing**Duties/Responsibilities:**

I supervised the total Dhaka division which contains 8 districts- Manikgonj, Munshigonj, Narayngonj, Gazipur, Tangail, Jamalpur, Sherpur & Dhaka. My target was to achieve the monthly sales target and also marketing related activities supervision by the subordinate 08 executives and 24 dealers. Also conducted business development activities like workshop, seminar to increase the sales of the product & create new markets. Also maintain the stock of my dealers and get orders by the Marketing Officers.

Academic Qualification:

Exam Title	Major	Institute	Result	Pas.Year	Duration	Achievement
MBA	HRM	American International University Bangladesh	CGPA:3.14 out of 4	2015	2 Years	Successfully achieved the MBA degree
BBA	Marketing	Daffodil International University	CGPA:2.96 out of 4	2012	4 years	Successfully achieved the BBA degree
HSC	Commerce	Dhaka City College	CGPA:4.2 out of 5	2007	2 years	Achieved Higher Secondary School Certificate successfully
SSC	Commerce	Ideal School & College	CGPA:4.56 out of 5	2005	10 Years	Achieved Secondary School Certificate successfully

Professional Qualification:

Certification	Institute	Location	From	To
Internship	National Bank Limited	Dhaka	March 1, 2012	May 31, 2012

Career and Application Information:

Looking For : Mid Level Job
 Available For : Full Time
 Present Salary : Tk. 40000
 Expected Salary : Tk. 50000
 Preferred Job Category : Marketing/Sales, HR/Org. Development
 Preferred District : Anywhere in Bangladesh.
 Preferred Country : Australia, Canada, India, South Africa, Sweden, Switzerland, United Arab Emirates, United Kingdom, United States
 Preferred Organization Types : Advertising Agency, Event Management, Garments, Buying House, Freight forwarding, Cosmetics/Toiletries/Personal Care, Group of Companies, Automobile, Cement Industry, Cement, Beverage, Corrugated Tin

Specialization:

Fields of Specialization

- Business Development
- Sales & Marketing
- Corporate Marketing
- FMCG Sales & Marketing
- Market Research
- Customer Support/ Client Service
- Public Relation
- Brand Promotion
- Relationship Marketing
- Retail Management

Extra Curricular Activities:

To use my skills in the best possible way for achieving the company's goals as well as my own.

Language Proficiency:

Language	Reading	Writing	Speaking
Bangla	High	High	High
English	High	High	High

Personal Details :

Father's Name : Md. Iman Ali
 Mother's Name : Nazma Begum
 Date of Birth : October 30, 1989
 Gender : Male
 Marital Status : Married
 Nationality : Bangladeshi
 National Id No. : 8234166166
 Religion : Islam
 Permanent Address : 377/D South Goran, Khilgaon, Dhaka
 Current Location : Dhaka

Reference (s):

Name : Masud Rana
 Organization : Dhaka Bank Limited
 Designation : Manager, Arai Hajar Branch
 Phone (Off.) : 01712670400
 Relation : Relative