

# MD. RAYHAN CHOWDHURY

MBA Professional (HRM)

BBA Professional (Marketing)

Phone: 01864-152265

: 01728-010176

Email: pers.mdrayhan@gmail.com



## Profile

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I am experienced on Sales and Marketing professional with of proven success in Corporate Sales. Proven ability to create and execute strategic sales plans, exceed sales targets, and identify new business opportunities in competitive markets. Skilled in team leadership, customer relationship management, negotiation, and market analysis. Strong communicator with a track record of improving customer satisfaction and increasing company profitability through effective sales strategies and performance management. To obtain a challenging position in a reputable organization where I can apply my skills, grow professionally, and contribute to the company's success.

## Job Experience

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### **Company Name: BBS Cables PLC (A Concern of BBS Group)**

Designation: Senior Executive

Department: Sales & Marketing (Corporate)

Sector: Housing & Real Estate Sector

Duration: 17 March, 2021 to Till Now

Location: Configure Bepari Tower (3<sup>rd</sup> Floor), Ga-64, Middle Badda, Progati Swarani, Dhaka-1212.

## Key Responsibilities

Develop and implement effective sales strategies to achieve company targets. Identify new business opportunities and market trends. Prepare monthly, quarterly, and annual sales plans. Analyze competitor activities and market conditions. Lead, motivate, and supervise the sales team. Organize training programs to improve sales skills and product knowledge. Achieve sales growth and profitability targets. Develop pricing and negotiation strategies. Maintaining distribution networks, managing promotions, branding and coordinating exhibitions. Build and maintain strong relationships with key clients. Resolve customer complaints and ensure high customer satisfaction. Prepare sales reports, forecasts, and performance analysis. Maintain ethical sales practices and professional standards.

## Computer Qualification

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Microsoft Office (MS Words, Excel Sheet, Power Point), Adobe Photoshop, Digital Marketing, Video Editing by Wondershare Filmora, Operating System Installing, Internet Browsing, Bangla Typing, English Typing, Digital communication, Using social media, E-mailing etc.

## Special Qualifications

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Good in Communication Skill, Hard Worker, Teamwork, Project Documentation, Problem Solving, Report Writing, Content Creation, Data Analysis etc.

## Education

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### Master of Business Administration (MBA Professional)

**Institution:** Dhaka Commerce College

**Subject/Major:** Human Resource Management (HRM)

**CGPA:** 3.42 (out of 4)

**Passing Year:** 2020

### Bachelor of Business Administration (BBA Professional)

**Institution:** Dhaka Commerce College

**Subject/Major:** Marketing

**CGPA:** 3.34 (out of 4)

**Passing Year:** 2019

### Higher Secondary Certificate (HSC)

**Institution:** Govt. Bangla College

**Subject/Group:** Science

**CGPA:** 3.83 (out of 5)

**Passing Year:** 2015

### Secondary School Certificate (SSC)

**Institution:** Lalmohan Collegiate School

**Subject/Major:** Marketing

**CGPA:** 5.00 (out of 5)

**Passing Year:** 2013

## Training Proficiency

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### Computer Training

**Institution:** Institute of Technology

**Address:** House-201, Road-03, Section-10, Mirpur, Dhaka-1216

**Duartion:** 06 Month.

### Driving Training

**Institution:** Safe Driving Training Institute

**Address:** 3/A, S A Khan Tower, Darus Salam Rd, Dhaka-1216

**Duartion:** 02 Month.

## Language Proficiency

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

## Interests & Hobbies

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Gardening, Running or Cycling, Volunteering, Photography, Gym Workouts, Meditation, watching Cooking, Shopping, Gaming, Traveling, Watching Drama, Web Series & Movies etc.

## Personal Information

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Father's Name : Md. Foyjal Haque  
Mother's Name : Eanur Begum  
Date of Birth : June 07, 1997  
Blood Group : B+  
Gender : Male  
Marital Status : Single  
Nationality : Bangladeshi  
National Id No. : 4202030484  
Birth Registration : 19970925400038057  
Religion : Islam  
Present Address : House- 04, (6th Floor Front Side), Road- 05, Block- E, Mirpur-01, Dhaka-1216.  
Permanent Address : Holding No- 204, Nawab Ali Howlader Sharak, Ward No- 03, Lalmohan  
Pourashava, Lalmohan, Bhola-8330.

## References

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Particulars	:	Reference
Name	:	Md. Maruful Islam
Organization	:	BBS Cables PLC
Designation	:	Deputy General Manager (DGM)
Address	:	Configure Bepari Tower (3 <sup>rd</sup> Floor), Ga-64, Middle Badda, Progati Swarani, Dhaka-1212
Mobile	:	01730-739236
E-Mail	:	maruful@bbscables.com.bd
Relation	:	Professional

## Declaration

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I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the Correctness of the above-mentioned particulars.



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Md. Rayhan Chowdhury