

# **JULKERNINE MOHAMMAD ARIFUR RAHMAN**

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## **SUMMARY:**

Highly-motivated sales professional with 12+ years of experience in providing expertise in strategic lead generation, sales presentations, effective liaising, enterprise sales strategy, creative marketing and category supervision across diverse sectors. Quota-surpassing sales manager with a consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals to increase sales. .

## **SKILLS AND COMPETENCIES**

Sales Strategy Implementation	Influential Negotiation Skills
After Sales Support	Sales Presentation Planning
Target Market Data Research	Strategic Selling Skills
Customer Prospecting and Retention	Quality Assurance and Compliance
Building Rapport	Sales Force
CRM	Leadership

## **Work Experience:**

1. Serving as a **Manager (Sales)** at “**Royal Cement Limited**”, a reputed cement manufacturing company, from 1<sup>st</sup> July, 2019 to 30<sup>th</sup> November, 2022.

**JOB DESCRIPTION:** a) Prepare Marketing Strategy and implement in the field.

- b) New market invention .
- c) Visit client.
- d) Motivate subordinates to fulfil monthly target sale.
- e) Collecting dues on time..
- f) Others duties as required by management.

2. Worked as an Assistant Manager (Sales) at the same organization from 1<sup>st</sup> June, 2011 to 30<sup>th</sup> June, 2019.

**JOB DESCRIPTION:** a) New Market Invention.

- b) Regular client Visit.
- c) Ensure delivery of orders.
- d) Maintain Performance register for each representative.
- e) Others duties as required by management.

3. Worked as a **Senior Sales Representative** at Aristopharma Limited from 1<sup>st</sup> July, 2006 to 30<sup>th</sup> November, 2009.

**JOB DESCRIPTION:** a) Visit Doctors.

- b) Expand Sales.
- c) Ensure supply of order.
- d) Maintain good relations with clients.
- e) Others duties as required by management.

**Academic Qualification:**

▪ **Bachelor of Science (Hon's) :**

**2<sup>nd</sup> Division**

University of Chittagong

Major in **Statistics**

Passing Year: 2004

▪ **Higher Secondary Certificate:**

**1<sup>st</sup> Division**

Govt. City College

Comilla Board

**Science**

Passing Year: 1995

▪ **Secondary School Certificate :**

**1<sup>st</sup> Division**

Govt. Muslim High School

Comilla Board

Science

Passing Year: 1993

**SPECIAL Skills:**

- Good organization and management skill
- Good leadership and supportive skill
- Adoptable to work under pressure
- Communicate fluently with others in English
- Communication ability

- Hard working and persevering attitude
- Ability to plan, organize and prioritize my work and to meet on time the deadlines
- Can work effectively in a team

### **Computer Skills:**

- Skilled on MS-Office Package.
- Skilled in Internet Browsing and Emailing.
- Having a good typing speed.

### **Extra Curriculum Activities:**

- Done presentation on various topic at University
- Participate in drama competition
- Participate in badminton tournament at school

### **INTERESTS:**

- Communicate with people
- Learning new things
- Reading classic books
- Watching movies and documentary
- Traveling
- Listening Music

### **Personal Information:**

- Father's Name : G.N. Mujibur Rahman
- Mother's Name : Mrs. Shireen Rahman
- Nationality : Bangladeshi
- Date of Birth : 11<sup>th</sup> March, 1978
- Sex : Male
- Marital Status : Married
- Permanent address : Vill. + P.O: Dharmapur, P.S.: Fatikchari, Dist.: Chittagong.
- Nationality : Bangladeshi (by Birth).

I hereby declare that the above statements are correct and complete to the best of my knowledge.