



Mohammad Rashedul Islam

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Skills

- Leadership
- Customer Service
- Time Management
- Communication
- Multitasking

Education

- 2013
- America Bangladesh University
- Bachelor of Business Administration
- 2008
- Kulgaon City Corporation College
- Higher Secondary Certificate
- 2006
- Featherbed Model High School
- Secondary High School

Volunteer Experience

- FIFA World Cup 2022
- AFC 2024
- Qatar Red Crescent
- Safety and Security Volunteer
- Member of Bangladesh Embassy
- Community Volunteer

Language Proficiency

- English & Bengali
(fluent both in writing & speaking)
- Hindi, Urdu, Arabic
(fluent in speaking)

SUMMARY

Results-driven Senior Sales Representative with 17 Years of proven experience in driving revenue growth, building long-term client relationships, and consistently exceeding sales targets. Skilled in identifying new business opportunities, negotiating contracts, and delivering tailored solutions that align with customer needs. Strong background in consultative selling, account management, and mark

EXPERIENCE

August 2008 – September 2025

Senior Sales Representative

AL BADI TRADING & CONTRACTING CO. LTD

(Yamaha – Volvo Penta Qatar)

Doha, Qatar

Duties and Responsibilities:

Senior Sales Representative – Spare Parts

- Develop and maintain strong relationships with customers to achieve sales targets and ensure repeat business.
- Provide accurate product information, quotations, and after-sales support to meet client needs.
- Monitor market trends and competitors to identify new business opportunities.
- Prepare sales reports and assist in developing strategies to increase revenue.

Inventory Controller

- Manage spare parts stock levels to ensure availability and avoid overstocking.
- Conduct regular stock checks, reconciliations, and adjustments.
- Coordinate with suppliers and warehouse teams for timely deliveries.

Document Controller

- Maintain accurate records of sales invoices, purchase orders, delivery notes, and warranty claims.
- Ensure proper filing and documentation in compliance with company policies.
- Track and update records for easy retrieval and reporting.

Buyer / Purchaser

- Source and negotiate with suppliers to obtain the best pricing and quality for spare parts.
- Process purchase requisitions and orders according to company requirements.
- Build and maintain supplier relationships to ensure timely and cost-effective procurement.

Mechanical Technician

- Assist in identifying correct spare parts based on technical requirements.
- Provide basic troubleshooting and technical support to customers.
- Coordinate with service teams to ensure accurate part replacement and compatibility.

*I hereby certify that, to the best of my knowledge,
the provided information is true and accurate*
