

FAHAD MOLLAH

CAREER OBJECTIVE

Seeking a position in a sector where my engineering education and professional experiences will be a pivot, a responsible position offering both challenge and opportunity for professional growth. Moreover, serve for the welfare of the society, business, and the economy through the assigned responsibility.

EMPLOYMENT HISTORY

Assistant Manager (Sales & Marketing)

Autonic Trade and Engineering

Employment Dates: January 2022 – Till Now

- Maintaining physical and digital marketing for industrial Machineries like Pump, Motor, Cooling tower, Air-compressor, Fire pump, Water treatment plant, deep tube well boring.
- Make regular contact with clients to ensure machine performance.
- Generate visiting reports for review regulatory authorities.
- Industrial Pump selection.
- Day to day management of the sales & marketing team ensuring that they are on track for achieving sales target.
- Target oriented and work under the team supervisor or manager.
- Fulfilling minimum target fixed by the company quarterly basis.
- Market visit, client visit, client hunt, creating market opportunity.
- Recording Client information in systematic way as per company rules.
- Pre-sales preparation, sales presentation, negotiation of sales contract.
- Build a strong relationship with customers & searching potential target markets and customers for promotion of sales.

Assistant Project Engineer

Sanghavi Shoe Accessories (BD) PVT. LTD

Zirabo, Ashulia, Savar, Dhaka., Bangladesh

Duration: November 2020 - December 2021

- Maintain communication with foreign suppliers.
- Time to Time Supplier Evaluation & Supplier Sourcing.

- RFQ & CS Preparation.
- Prepare Technical-Commercial offer as per client's requirement.
- Prepare Business presentation to promote corporate sales.
- To lead new project planning session and perform feasibility analysis.
- To identify the existing and potential needs of corporate clients in order to promote/expand business.
- Maintain Project lists and prepare monthly reports.
- Update Regulator activities to ERP system.
- Any other task assigned by Management.

Assistant engineer (Sales & Marketing)

Avenue Trade & Engineering Ltd.

Duration: July 2017 – October 2020

- Maintaining physical and digital marketing for industrial Machineries like Pump, Motor, Cooling tower, Air-compressor, Fire pump, Water treatment plant, deep tube well boring.
- Make regular contact with clients to ensure machine performance.
- Generate visiting reports for review regulatory authorities.
- Industrial Pump selection.

ACADEMIC QUALIFICATION

Exam Title	Institute	Concentration	Pass Year
Bachelor of Science & Engineering (B.Sc)	American International University-Bangladesh (AIUB)	Electrical & Electronic Engineering (EEE)	2016
Higher Secondary Certificate (H.S.C)	Milestone College	Science	2011
Secondary School Certificate (S.S.C)	Izzatpur High School	Science	

PERSONAL SKILLS

- Competent on MS office.
- Data analytics (e.g., Microsoft Excel).
- Creative Writing especially on English and Bengali Literature.
- Competent in conversation English & Mother Tongue.
- Communication skills.
- Quick adaptation.

- Team player and also Self-motivated.

INTERESTS

- Traveling
- Reading Magazines & Book

PROFILE

- Father's Name: Abdul Latif Mollah
- Mother's Name: Rahana Begum
- Date of Birth: 08 March 1993
- Gender: Male
- Marital Status: Single
- Nationality: Bangladeshi
- Religion: Islam
- Current Location: Uttara
- Blood Group: O (+)

REFERENCES

- Engr. Md. Parvez Rayhan
General Manager
Sanghavi Shoe Accessories (BD) PVT. LTD
- Mohammad. Khursheed Ali Khan MBA
Director
Avenue Trade & Engineering Ltd.

Certification

I certify that all information stated in this resume is true and complete to the best of my knowledge. I am authorized to verify the information provided in this resume.