

# Md. Abu Musa

Sales & Marketing Professional



## Contact Info

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- Dakkhin Kashipur,  
Agradigun, Dhamoirhat,  
Naogaon, Bangladesh.

## Educational Qualification

BBA in Marketing  
Pundra University of Science and  
Technology  
2.68 Out of 4.00      Year: 2019

HSC in Business Studies  
Rajshahi Board  
3.10 Out of 5.00      Year: 2012

SSC in Science  
Madrasah Board  
3.38 Out of 5.00      Year: 2010

## Skills

- Communication
- Negotiation
- Leadership
- Adaptability
- Decision Making
- Time Management
- Problem Solving
- Teamwork

## Computer Skills

- MS Word
- MS PowerPoint
- MS Excel

## Career Objective

Pursuing an outstanding sales & marketing profession in any renowned organization and grow rapidly with increasing responsibilities.

## Career Summary

Accomplished Sales & Marketing professional with around four years of hands-on experience in managing full-cycle sales operations across district-level markets. Skilled in expanding retail networks and driving consistent business growth through field-level execution. Proven ability to build strong client relationships and ensure timely order collection and delivery. Experienced in promoting products across thana-level markets and handling wholesale clients directly. Efficient in tracking competitor activities and preparing performance reports. Demonstrated success in achieving and exceeding sales targets without team support. Strong focus on brand development, customer loyalty, and long-term market presence.

## Job Experience

**Area Manager, Sales & Marketing** (Jun 2021 - Continue)  
Tuhin International BBC Bearing Company

### Core Functions:

- Manage full district sales without sales officer support
- Visit thana-level markets to promote bearing products
- Collect orders from wholesale and retail customers
- Deliver products directly to all customer locations
- Ensure full payment collection from all clients
- Build strong relationships with retailers and wholesalers
- Promote brand through regular face-to-face interaction
- Identify new market areas for product expansion
- Track competitor activities and report market feedback
- Provide product knowledge and after-sales customer support
- Monitor daily sales activities and maintain records
- Prepare monthly sales reports and performance summaries
- Meet and exceed assigned monthly sales targets
- Handle marketing activities without additional manpower support
- Represent company brand image in all sales areas

## Competency

- District Sales Management
- Retail Market Expansion
- Client Relationship Building
- Direct Product Delivery
- Wholesale Order Collection
- Thana Market Promotion
- Payment Follow-up
- Sales Target Achievement
- Competitor Activity Tracking
- Brand Development Strategy
- Field Sales Operation

## Language

- Bengali: Native
- English: Working Proficiency
- Hindi: Basic Knowledge

## Personal Info

Birth : 1<sup>st</sup> October, 1995  
Nationality : Bangladeshi  
NID : 4602686901

## Achievement:

- Established strong brand presence in eleven local markets
- Built trusted network with retail and wholesale buyers
- Created market demand through consistent personal promotion
- Gained customer loyalty with fast and honest service
- Positioned brand as top choice in district
- Increased retail coverage from 2 to 11 markets
- Achieved 150% sales growth within first operational year

## Training & Certificate

- Communication Skill Training by HR Perception.

## Reference

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## Personal Statement

The success of an organization hinges on the interplay of exceptional leadership, diligent work ethic, unwavering commitment, and the individual competencies of its employees. With my steadfast dedication to excellence and ability to deliver results, I am poised to be a valuable asset to any organization.