

MD. AL-AMIN

SALES & MARKETING EXPERTISE

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Shishir Bindu, Dakshin Azampur, Dakshinkhan, Dhaka-1230



CAREER SUMMARY:

Results-driven professional with 4+ years of experience in the banking and pharmaceutical sectors. Proven track record of exceeding sales targets (100%+) and driving client acquisition through strategic relationship management. Expert in credit operations and field sales with a strong focus on compliance and organizational growth.

PROFESSIONAL EXPERIENCE:

Designation	Company Name	Time Period	Location
Business Development Executive-SME	United Commercial Bank PLC	Sept 2025-Present	Dhaka

Major Responsibilities:

- Promote and sell banking products including CASA, Deposits, Loans and Credit Cards.
- Consistently achieve assigned sales and revenue targets.
- Identify business opportunities through market research and customer insights.
- Ensure strict adherence to KYC norms and regulatory compliance.
- Prepare sales reports and collaborate effectively with branch teams.

Designation	Company Name	Time Period	Location
Medical Promotion Officer (MPO)	The IBN SINA Pharmaceutical Industry PLC	Nov 2021-Dec 2024	Cumilla

Major Responsibilities:

- Promoted pharmaceutical products to healthcare professionals.
- Built and maintained strong relationships with doctors and pharmacists.
- Organized and participated in medical events and campaigns.
- Achieved sales targets and tracked marketing performance.
- Provided daily insights on field activities and doctor feedback.

EDUCATIONAL QUALIFICATION:

Examination Name	Group/Subject	Board/Institution	Passing Year	CGPA
BBA	Accounting	National University	2019	2.98/4
HSC (BM)	Accounting	BTEB	2013	5.00/5
DAKHIL	General	Madrasah	2011	4.81/5

PROFESSIONAL SKILLS:

- Accounting
- Communication
- Team Work
- Credit Operation
- Business Development
- Customer Relationship Management
- Sales & Marketing
- Reporting

TRAINING & COURSES:

Course Name	Institution	Duration	Result
National Skill Standard Basic-Computer Office Application	Bangladesh Technical Education Board	6 Months	A+

REWARDS AND ACHIEVEMENTS:

- Special increments in 2022 for achieving yearly above 100% sales and 103 Plus KPI (Key Performance Indicator).
- In 2023 got two special increments and one accelerated promotion for Achieving more than yearly 130% plus sales and 126 plus KPI.

ADDITIONAL INFORMATION:

LANGUAGE PROFICIENCY:

Bengali (Native) ★ ★ ★ ★ ★

English (Business) ★ ★ ★ ★ ★

COMPUTER LITERACY:

Application Software : Microsoft Office Package, Google Sheet and Document etc.

Internet Knowledge : Browsing, Emailing, ChatGPT, Copilot, Gemini etc.

PERSONAL INFORMATION:

Father's Name : Md. Abdul Mazid

Mother's Name : Dulia Begom

Date of Birth : June 08, 1995

Permanent Address : Manikkhali, Patharghata, Barguna-8721

DECLARATION:

I hereby declare that the information provided in my resume is accurate and true to the best of my knowledge. I take full responsibility for the authenticity and correctness of the details mentioned herein.



SIGNATURE & DATE