

Md Shahidul Islam

📍 East Kalauzan, Lohagara, Chattogram

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Career Objective

To obtain a challenging position in a reputed organization where I can utilize my diverse experience in accounting sales store management. I`m to contribute to the company success hrough hard work, discipline and a commitment to excellence in finance

Career Summary

Versatile and dedicated professional with handson experience in accounting, pharmacy sales, hospital storekeeping, FMCG sales, area sales management, and professional driving Skilled in financial management, inventory control, sales growth, team coordination, and safe vehicle operation Committed to delivering quality service, meeting targets, and supporting organizational success across diverse roles

Special Qualification

Critical thinking, Leadership, Time Management, Marketing, Computer literate, Presentation Competency, Research expertise

Experience

Total Year of Experience: 7 year(s)

1.

Assistant Territory Sales Manager (ATSM) (1 year(s) 9 month(s))

(Aug 2024 - Continuing)

PRAN Group

105 Pragati Sarani, Middle Badda, Dhaka1212, Bangladesh

Area of Expertise

Dealer Management^\$^3^\$^14111#*#Leadership^\$^2^\$^12292#*#Target

Achievement^\$^3^\$^374473

Duties/Responsibilities

Managed sales operations for PRAN noodles and snack products across assigned territory, ensuring achievement of monthly and quarterly sales targets. Supervised and guided a team of sales representatives and distributors to maximize product reach and visibility. Developed and maintained strong relationships with wholesalers, retailers, and local dealers to ensure smooth product distribution. Monitored stock levels, sales trends, and competitor activities within the market and provided reports to senior management. Implemented trade marketing initiatives, promotional campaigns, and instore branding to increase product demand. Conducted regular market visits to ensure product availability, visibility, and placement according to company standards. Tracked secondary and primary sales data using mobile CRM tools and prepared

daily, weekly, and monthly sales reports. Ensured timely collection of payments from distributors and resolved field level issues quickly and effectively.

2.

Sales representative (1 year(s) 3 month(s))

(Mar 2023 - Jun 2024)

BD Thai Food & Beverage Ltd

748, BFIDC Road, Kalurghat Heavy IA, Chandgaon, Chittagong, Bangladesh

Area of Expertise

Report Writing
Sales & Marketing
Target Achievement

Duties/Responsibilities

Promoted and sold a wide range of Thai food products to retailers, wholesalers, and food service clients across assigned territories. Built and maintained strong relationships with customers to ensure repeat business and longterm brand loyalty. Achieved monthly and quarterly sales targets consistently by implementing effective sales strategies and product demonstrations. Conducted market research to identify new business opportunities and customer needs. Prepared and submitted daily sales reports and feedback to management for product and marketing improvements. Represented the company at food exhibitions and trade fairs to boost brand visibility and expand market presence. Provided aftersales support, ensuring client satisfaction and resolving issues efficiently

3.

Store Keeper (1 year(s))

(Feb 2022 - Feb 2023)

LOHAGARA MA MONI HOSPITAL LIMITED

Amirabad, Lohagara, Chattogram.

Area of Expertise

Stock Management
Supply Chain Management and Procurement

Duties/Responsibilities

Managed the hospitals medical store, including receiving, inspecting, and storing medicines, surgical items, and medical equipment. Maintained accurate inventory records using hospital inventory software and ensured realtime updates on stock levels. Issued medicines and consumables to departments e.g., OT, ICU, Emergency based on requisition slips and maintained usage logs. Ensured proper storage conditions temperature, humidity for sensitive items like vaccines and injections. Monitored stock expiry dates regularly and implemented FEFO First Expiry, First Out method. Coordinated with the pharmacy and procurement departments to replenish critical items and avoid shortages. Conducted periodic stock audits and prepared detailed reports for hospital administration. Ensured compliance with hospital hygiene standards and regulatory guidelines for medical storage.

4.

Accountant (0 year(s) 11 month(s))

(Jan 2021 - Dec 2021)

Cox's Marine City Hospital & Diagnostics Center

AlMajid Tower, Link Road, Cox's Bazar 4700

Area of Expertise

Inventory Management
Point of sales (pos)
Purchase/Procurement

Duties/Responsibilities

Maintained accurate and upto date financial records, including patient billing, vendor payments, and hospital expenditures. Prepared daily, monthly, and annual financial statements, ensuring compliance with hospital accounting policies and government regulations. Managed accounts payable and receivable, processed invoices, and ensured timely payment to suppliers and service providers. Handled payroll processing for hospital staff, ensuring accuracy and timely disbursement of salaries and allowances. Coordinated with internal departments for budgeting,

auditing, and financial planning. Assisted auditors during internal and external audits, providing required financial data and explanations. Utilized accounting software e.g., TallyQuickBooksMS Excel for data entry, reconciliation, and report generation. Ensured strict confidentiality of patient billing records and financial data in accordance with hospital standards.

5.

Sales Boy (1 year(s) 8 month(s))

(Mar 2019 - Nov 2020)

Jamuna Pharmacy

School road, Lohagara, Chattogram

Area of Expertise

Medicine Sales ^\$^12^\$^450549#*#Purchase orders^\$^8^\$^151679

Duties/Responsibilities

Assisted customers in selecting prescribed and overthecounter medicines and provided basic information on usage and dosage under pharmacist supervision. Maintained proper display and arrangement of medicines on shelves and ensured cleanliness of the store. Checked medicine expiry dates regularly and followed FEFO First Expiry, First Out method for sales. Handled billing and cash collection using POS and maintained daily sales records. Received and organized new stock, labeled medicines, and updated inventory registers. Supported the pharmacist in managing stock levels and reordering essential items on time. Ensured customer satisfaction by providing polite and helpful service. Followed all safety, hygiene, and pharmacy regulatory guidelines.

Academic / Education

Exam Title	Concentration/Major	Institute	Result	Passing Year	Duration	Achievement
Masters of Business Administration (MBA)	Accounting	National University	Enrolled	2023	1	
Bachelor of Business Administration (BBA)	Accounting	National University	2.91 out of 4	2022	4	
HSC	Business Studies	Bandarban	3.17 out of 5	2017	2	
SSC	Business Studies	Kalauzan Doctor Yakub Bazlur Rahman Sikder High School	3.61 out of 5	2015	2	

Training

Training Title	Topic	Institute	Country	Location	Year	Duration
Vehicle driving training	Learning to drive and repair light vehicles	Directorate of Youth Development Bandarban.	Bangladesh	Bandarban	2023	1 month

Training Title	Topic	Institute	Country	Location	Year	Duration
Computer Basic and ICT Application Course.		Deferment of Youth Development in Bandarban.	Bangladesh	Balagata Bandarban	2019	6 month
House Keeping		Deperment of Youth Development in Bandarban	Bangladesh	Blagata Bandarban	2017	6month
Electrical and House Wiring		Deferment of Youth Development in Bandarban	Bangladesh	Balagata Bandarban	2016	6 month

Professional Qualification

Certification	Institute	Location	From	To
Sales Representative	International Thai Food and Beverage Ltd	Road Kalurghat Heavy IA Chandgaon Chattogram	Mar 2023	Jun 2024

Career and Application Information

Preferred Job Category : Accounting/Finance, Data Entry/Operator/BPO, Others
 Looking For : Level Job
 Present Salary : Tk. 30000
 Expected Salary : Tk. 40000
 Preferred District : Anywhere in Bangladesh

Skill

Fields of Skill	Description
- Marketing - Business/ Product Development - Driving - Computer Literacy - Housekeeping - Coordination - Coordination	**Accounting & Finance**: Bookkeeping, financial analysis, budgeting, inventory management. - **Technical**: MS Office (Excel, Word, PowerPoint), POS software, basic computer literacy. - **Soft Skills**: Critical thinking, leadership, time management, strong communication skills. - **Additional Skills**: Housekeeping, light vehicle driving, marketing.

Extra Curricular Activities

Professional Driver

Personal Details

Father's Name : Rafiq Ahmed
 Mother's Name : Laila Begun
 Date of Birth : Jan 1999
 Gender : Male

Marital Status : Unmarried
Nationality : Bangladeshi
National Id No. : 1960331369
Religion : Islam
Current Location : East Kalauzan, Lohagara, Chattogram
Blood Group : A+

Reference

Name	: Mr. M. Shahadat Hossain
Organization	: Towel Tex Ltd
Designation	: Maneging Director
Address	: House : 19 (Ground Floor), Road:, Sector:03, Rabindra Sarani, Uttara, Dhaka
Mobile	: 01713003409
Email	: sohel@unimarg.com
Relation	: Relative
Name	: Dr.Mohammad Ismail
Organization	: NSTU
Designation	: Vice-Chancellor
Address	: East Kalauzan, Lohagara, Chattogram
Mobile	: 01553845400
Email	: m.ismail@du.ac.bd
Relation	: Relative