

Md. Abdullah Al Mamun

Address: 141/3 Eskaton Garden,
New Eskaton, Dhaka, Bangladesh

Mobile: (+88) 01711 579707 (Imo, Viber, WhatsApp)

E-mail: mamunalo13@gmail.com

Linked In: <https://www.linkedin.com/in/abdullah-al-mamun-2008/>



Career Summary:

- Presently working as Showroom Manager at **Hyundai Bangladesh (Fair Group)** & have 12 years' experience in all around Showroom Sales, Marketing, Branding, Customer Service, Promotion & Strategic Business Planning, Positioning & Development arena in Automobile & FMCG sector.
- Highly motivated and results-oriented Automotive sales professional with a proven track record of success. Demonstrated ability to achieve exceptional individual sales performance, closing **1400 units** independently over 12 years. Proven leadership skills in building and managing high-performing sales teams, driving **6000 unit** sales collectively.
- A Growth Centric business leader, with variable record of successful business operation through rich capability in distribution system management & also experienced in managing complex business by developing relationship, convincing & executing strategic business plan & achieving final target.
- A result-oriented Sales professional, driven by the desire to excel business by utilizing new concepts, along with expertise in business planning, positioning & channel development
- Demonstrated Confirmed expertise in surpassing goals, attaining corporate objectives and exceeding customer expectations in highly competitive industries.
- Passionate about directing new strategy, market penetration, brand planning, digital marketing, demand forecasting, business analysis, manpower management, logistics, admin, customer service, critical situation handling, product penetration strategy in competitive environment.

Career Objective:

- To work as a Sales, Marketing & Business Development Professional & assure sustainable growth with functional excellence.

Key Proficiencies:

- Sales Operation
- Distribution Set up
- Strategic Development
- Decision Taking
- Situational Leadership
- Business Analysis
- Relationship Management
- Key Account Management
- Risk Management
- Customer Service
- Supply Chain Management
- Team work

Working Experience:

1. Organization Name: Hyundai Bangladesh (Fair Group) (**Website:** <https://hyundai-bd.com/>)

Designation: Showroom Manager

Duration: From June'23 to till now.

Job Responsibility:

- Leading the showroom sales people, setting their KPI, follow up & evaluating their performance.
- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends.
- Communicating with customer, developing relationship, demonstrating the product & service to the clients, regular follow up & convincing them to purchase the product.
- Elaborating the unique feature to the prospective clients & giving clarification of their queries.
- Acquiring new clients & Monitoring daily sales activities of Showroom sales team.
- Follow up Government Sales & Tender Sales, preparing tender documents & all other paper work.
- Representing company from different platform & using social media & digital marketing platforms.
- Ensuring high levels of customer satisfaction through excellent service & Showroom Environment.
- Meet sales targets and prepare sales forecast & recommending SOP for smooth operation.

2. Organization Name: MG Banglades(Rancon Group) (**Website:** www.rancon.com.bd)

Designation: Deputy Manager

Duration: From April'19 to June '23

- Monitoring daily sales activities by supervising a Showroom sales team to achieve business target.
- Implement corporate policies & build-up excellent relations with clients & sold 375 units of car.
- Improved the reporting system, accountability & introduced customer service in the company.
- Prepare the shipping documents & maintain the import process.

3. Organization Name: Momena Autos Ltd.

Designation: Operation Manager

Duration: From Jun'17 to Mar'19

- Monitoring daily sales activities by supervising a large sales team to achieve business target.
- Implement corporate policies & build-up excellent relations with clients & sold 375 units of car.
- Improved the reporting system, accountability & introduced customer service in the company.
- Prepare the shipping documents & maintain the import process.

4. Organization Name: Haq's Bay Automobiles Ltd. (**Website:** www.hagsbay.com)

Designation 1: Asst. Manager

Duration: From Nov'14 to Jun'17

- Improved business communication which increased client acquisition in the company.
- Implement corporate policies & build-up excellent relations with clients & sold 529 units of car.
- Introduced web page development & digital marketing strategies which increased sales.

5. Organization Name: Abu! Khair Group (**Website:** www.abulkhairgroup.com)

Designation: Territory Sales Officer

Duration: From Jun'12 to Nov'14

- Monitoring daily sales activities, Order & Delivery system through Follow up depot/ distributors' ROI.
- Meet sales targets and prepare sales forecast & organizing customer engagement programs.

Personal Achievements:

- Top 15 Business Idea at SME Foundation Business Plan Competition, 2012
- Award winning Blood Donner at Sandhani Blood Donner Club, Khulna.

Academic Qualification:

- Executive MBA (Regular) in Finance from Northern University of Bangladesh with GPA: 3.55 out of 4. in 2015
- Bachelor of Arts (BA) from National University, Gazipur, Bangladesh with 2nd Division. in 2011

Training:

- Modern Sales & Marketing organized by Bikroy Bondhu Razib Hasan in 2023
- Modern Supply Chain Management organized by Bdjobs in 2022
- Export & Import Business organized by Bdjobs in 2021
- Social Compliance Audit organized by Bdjobs in 2020
- Production Planning organized by Bdjobs in 2019
- Business Plan Workshop organized by SME Foundation, Ministry of Business in 2012
- ICT for SME, SME Foundation in association with Bangladesh Computer Council (BCC) in 2012

Soft Skill : Teamwork, convincing, inspiring, influencing, negotiation, leadership skill.
Computer : Sound in Microsoft word, excel & power point presentation.
Language : Fluent in Bangla and English

Personal Information:

- Name: Abdullah Al Mamun
- Father's Name: Late Samsul Haque
- Mother's Name: Late Arobunnesha
- Permanent address: 151/1 Bagmara Main Road Khulna, 9100
- Date of Birth: 15th October 1988
- Blood Group: AB (+)
- Marital Status: Married
- Religion: Islam
- Nationality: Bangladeshi

References

- Md. Israt Khan, Joint Secretary, Ministry of planning, **Mobile:** (+88) 01673 996499
- Md. Abu Hossain Babu, AGM, Nilsagor Group, **Mobile:** (+88) 01915 661166

Signature:

Date: