

# MD. MAHBUB ALAM

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**Objective** To obtain a challenging position in a reputed organization as an efficient and dependable employee where my theoretical & practical knowledge, sincerity, leadership and negotiation skills will contribute to achieve the expected goal.

**Experience**

**Senior Executive- Sales & Marketing**  
**MJL Bangladesh Ltd (Formerly Mobil Jamuna Lubricants Bangladesh Limited)**  
**December 2016 – Continuing. (years)**

- Achieving yearly targeted sales and coordinating the sales activity in assigned territory (Sylhet Division).
- Regular Visit to the Distributors, Wholesalers & Retailers.
- Searching and developing for prospective customer through creating the new market.
- Conducting motivational & technical programs Such as Road Shows, Customer Clinic etc. to enhance the customer's efficiency.
- Promoting brand activities in sales outlets and prospective customer point.
- Providing feedback to management for strategic planning.

**Executive, Corporate Sales**  
**Bdjobs.com Limited**  
**June 2015 – November 2016 (1.5 Years)**

- Achieving Sales target
- Direct visit to different corporate companies & others.
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
- Gathering market and customer information;
- Increase market share by developing new business from existing and new customers.

**Education**

**Bangladesh University of Professionals (BUP) – (2014-2016)**  
MBA (Marketing)

**Shahjalal University of Science & Technology – (2009-2013)**  
B.Sc. Engineering (Petroleum & Mining Engineering)

**Dhaka City College, Dhaka – (2006-2008)**  
H.S.C (Science)

**Chhatak Cement Factory High school – (2005-2006)**  
S.S.C (Science)

<b>Professional Qualification</b>	<b>International Supply Chain Education Alliance (ISCEA) – (2015-2016)</b> Post Graduate Diploma (PGDSCM) in Supply Chain Management
<b>Certifications &amp; Training &amp;</b>	<b>Digital Marketing Foundations (2022)</b> LinkedIn  <b>Getting Started as a Full-Stack Web Developer (2022)</b> LinkedIn  <b>Google Ads Essential Training (2022)</b> LinkedIn  <b>Succeeding in Web Development: Full Stack and Front End (2022)</b> LinkedIn  <b>Advertising on Facebook (2021)</b> LinkedIn  <b>Advertising on Facebook: Advanced (2021)</b> LinkedIn  <b>Advertising on Instagram (2021)</b> Linked In  <b>Advertising on YouTube (2021)</b> LinkedIn  <b>SEO Foundations (2021)</b> LinkedIn  <b>Empathy for Sales Professionals (2020)</b> LinkedIn  <b>Sales and Marketing Management Master Class (2016)</b> Bdjobs.com Limited  <b>SPIN Selling Skills (2016)</b> Bdjobs.com Limited  <b>Microsoft Office Applications 2007-2013</b> Bdjobs.com Limited  <b>Business Communication and Email Writing. (2015)</b> Bdjobs.com Limited  <b>Drilling &amp; Completion Engineering (2012)</b> Chevron Bangladesh  <b>Industrial Process Unit Operation and Process Control Technique. (2012)</b> TICI

**Project Work** **Petrography and Geochemical Analysis of Reservoir Rock of Fenchuganj Gas Field** (Supervisor: Dr. Md. Shofiqul Islam, Associate Professor, Dept PME, SUST)

**Student Satisfaction in BRAC University** (Supervisor: Major General S. M. Shafiuddin Ahamed, NDU, PSC, BUP.)

**Lack of practicing good governance in Bangladesh and its impacts to the economic growth.** (Supervisor: Dr. Md. Sharif Hossain, Associate Professor, Department of AIS, FBS, University of Dhaka)

**References** Md. Hasan Uddin  
Manager- Sales & Marketing  
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