



## Shah (Syful) Islam

Sr. Executive, Sales | DACHSER Bangladesh



+8801671414676



saiful77710@yahoo.com



31/17 Bandhan Tower, Middle Paikpara  
Mirpur, Dhaka-1216



linkedin.com/in/shah-saiful-islam/

### Professional Skills

#### Sales-

- Experienced in Corporate Sales, B2B & Direct Sales.
- In deep understanding of winning new customer, achieving revenue target, sales pipeline, sales planning and strategy making.
- Proficiency in generating sales lead and lead management.
- Ability in rapport building with customer in order to negotiate the price and service.

#### Client Management-

- Expert in successful negotiation with prospect and existing client in an imply manner.
- Qualified in client communication, problem solving and support their requirement.
- Ready for regular customer visit as per the business demand.

#### Communication and Building Relationship-

- Excellent interpersonal communication skill to build trust and strong relationship with the stakeholder in business.
- Effectively communicating with team members who may have different opinions and skill sets.
- The ability to communicate information (ideas, thoughts, opinions and updates) using appropriate channel on effective time line.
- Ability to understand the factors that would greatly influence and convince the other sides to reach a mutually beneficial solution through skilful negotiation.

#### Marketing-

- Certified digital marker from **BITM**.
- Experienced in planning, designing and communicating social media content for **LamudiBD**.
- Experienced in designed product package, price, and communicational channel for **eNSPIRED Asia**.

### Employment History

#### DACHSER, Bangladesh | Senior Sales Executive

November, 2018 – Current at Sales



#### Nordic Express | Territory Sales Manager (TSM)

February, 2017 – October, 2018 at Sales & Marketing



#### TNT Express | Sales Executive

May, 2016 – January, 2017 at Sales & Marketing



#### bKash Limited | Junior Officer

February, 2014 – June, 2015 at CS & Process Department



## Professional Training

- I. Digital Marketing at **BITM**
- II. Product & Service Training at **TNT Express**
- III. Customer Value Proposition Training at **TNT Express**
- IV. Customer Service Excellency at **bKash**

## Scholar Background

**Master of Business Administration (MBA), American International University-  
Bangladesh, 2016**

Major in Marketing, CGPA- 3.33

**Bachelor of Business Administration (BBA), American International University-  
Bangladesh, 2013**

Major in Accounting & Finance (1<sup>st</sup>) Human Resource Management (2<sup>nd</sup>), CGPA-3.52

**HSC, Dhaka Commerce College, 2008**

Group: Business Studies, GPA- 4.50

**SSC, Mirpur Bangla High School, 2006**

Group: Business Studies, GPA- 4.25

## Competence & Skill

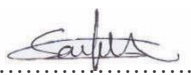
- |  |   |
|--|---|
| <input type="checkbox"/> Proactive, Self motivated and quick learner | <input type="checkbox"/> Corporate & Field Sales          |
| <input type="checkbox"/> Problem solving attitude                    | <input type="checkbox"/> Digital Marketing                |
| <input type="checkbox"/> Strong communication skill                  | <input type="checkbox"/> Promotion & Branding             |
| <input type="checkbox"/> Well versed in MS office, basic of AI,PSD   | <input type="checkbox"/> Strategic Planning & Development |

## Interest and Extra- Curricular Activities

- ☐ Communication secretary and Official Photographer of Ex-Student Alumni Association of Dhaka Commerce College
- ☐ Member of Manush (voluntary blood donation and Social welfare Association)
- ☐ Interest- Traveling, Photography, Sports, Movies.

## Reference

Up on requirement.



Shah Syful Islam