

S.M. JOBAIR



House No: 18; Road No: 19; Nikunja 2, Khilkhet, Dhaka 1229



+880-1715-652161



s.m.jobair@gmail.com



smjobair



CAREER OBJECTIVES

As an Engineer, wish to have a challenging career by contributing my knowledge and skills to the organization and enhance my experience through continuous learning and teamworks.

PROFESSIONAL EXPERIENCES

Bangla Trac Limited - BanglaCAT (Banani, Dhaka, Bangladesh)

Nov 2016- Continuing

Senior Engineer, Machine Sales (CAT Brand New Machine), **Public Procurement Division** (CAT Machine & Forklift)

- Sales and Product Promotion of Brand New CAT® (Caterpillar) Construction Equipment & CAT® Industrial Machinery in Bangladesh.
- Sales and product Configuration Responsible of CAT® Construction Equipment such as: Hydraulic Excavators, Wheel Loaders, Track Type Tractors (Dozers), Backhoe Loaders, Fork lifts etc.
- Responsible for Public Procurement Sales of CAT Products sold to Bangladesh Govt. Customers.
- Sales of CAT® warehouse distribution equipment to private limited and government owned customers.
- Specialized in Public Procurement Regulations (PPR) of Bangladesh for Govt. Tender Related purchases.
- Maintain Key Account Management for sales at bunch of govt. Customers including all ECB (Bangladesh Army), All City Corporations including DNCC, DSCC, GCC, as well as LGED, Rajuk, COXDA etc.
- Maintain Key Account Management for sales at bunch of govt. Customers including all ECB (Bangladesh Army), All City Corporations including DNCC, DSCC, GCC, as well as LGED, Rajuk, COXDA etc.
- Initiated the 1st time business with Bangladesh Steel and Re-rolling Mills (BSRM) and Sold 2 Unit CAT Material Handler Excavator (Magnet and Grapple Type).
- Caterpillar® Authorized CAT® New Product Introductory (NPI) of Bangladesh.
- Specialized and Trained Technical Responsible for Caterpillar Next Generation Excavators. Training held @ Malaysia (Tractors Malaysia) in 2018 by Caterpillar.
- Sales and Product Order Distribution Trained by Caterpillar in 2019 at Caterpillar Asia PTE Ltd, Singapore.
- Product Service Trained at Caterpillar China Factory, by Caterpillar Qingzhou Limited in 2019. Training held at Qingzhou, China
- Analyze sales trend, maintain daily sales record and delivery in Sales Management System & co-ordination with Distribution team.
- Co-ordination with Customer Engineering & Care team for technical service & other support.
- Day to day monitoring of all Private Limited and Govt. customers regarding product uptake, product promotion & credit control.
- Maintain credit management of credit customers as per credit terms regarding bill submission & receivable collection.

EDUCATION

Bachelor of Science in Mechanical Engineering <i>Rajshahi University of Engineering & Technology (RUET)</i> ▪ Thesis: Driver's Fatigue Estimation (Using Webcam, OpenCV, Pressure Sensor, ARDUINO)	<i>November 2011 – December 2016</i> CGPA: 2.63/4.0
Higher Secondary Certificate (HSC) <i>New Govt. Degree College, Rajshahi</i>	<i>July 2009 – August 2011</i> GPA: 5.0/5.0
Secondary School Certificate (SSC) <i>Rajshahi Collegiate School, Rajshahi</i>	<i>January 2003 – March 2009</i> GPA: 5.0/5.0

CERTIFICATION

Product Promotion and Service Training <i>5 days Training on product promotion and service. Venue: Qingzhou, China</i>	<i>September 2019</i>
Sales and Product Order Distribution <i>4 days sales and Product Order Distribution Training by Caterpillar Asia PTE Ltd. Venue: Singapore</i>	<i>June 2019</i>
Product promotion and Sales Stratigic Training <i>5 days Product promotion and Sales Stratigic Training. Venue: Tractors Malaysia(SDI),KL, Malaysia</i>	<i>May 2018</i>
Customer Relationship Management Training <i>2 days Customer Relationship Management Training Program By LCBS Dhaka. Venue: Dhaka</i>	<i>January 2018</i>
Commercial Skills Development <i>1 day Commercial Skills Development Training for Sales Supervisors from LCBS Dhaka. Venue: Dhaka</i>	<i>July 2017</i>
Industrial attachment <i>22 days industrial attachment Training at Saidpur Railway Workshop. Venue: Saidpur</i>	<i>May 2015</i>

ADDITIONAL SKILLS

Design Software: AutoCAD, SolidWorks, Dreamweaver, Photoshop CS6, Audora 3D.

Language: Fluent in English, Hindi and Bengali

Office Suite: Expert in Microsoft word, Excel, Powerpoint 2018.

Programing Languages: Basic C, PHP, Html5/CSS3, JavaScript, MySQL.

Hobbies: Web Development, Traveling, Photography & Motor Cycling

LEADERSHIP

- **Four Wheeler Project work (2015):** Team Leader of a Fuel Efficient 4-Wheeler Vehicle in December 2015
- **Champion in ECO RUN Bangladesh(2015):** Champion Team Leader in ECO RUN Bangladesh 2015 (A Fuel Efficient Vehicle Design Contest) in 3-wheeler Category.

EXTRA-CURRICULAR ACTIVITIES

- Online Development Manager of Robotic Society of RUET (RSR).
- Organizer of Inter University Robotech Fest-2016.
- Web developer and Volunteer of ICMIME 2013.
- Web Developer and Volunteer of ICMIME 2015.
- Member of Society of Automotive Engineers, RUET.

REFERENCES

Md. Rezaur Rahman

Assistant Manager
Machines Sales Department
E-mail: rezaur.rahman@banglacat.com
Cell: +880 1730-327351

Dr. Md. Rokunuzzaman

Professor
Department of Mechanical Engineering, RUET
Email : rzaman.mte@ruet.ac.bd
Cell: +880 1763-388064