

Ael Owashi Haque Ome

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Professional Summary

Highly motivated and detail-oriented BBA graduate in accounting with a strong understanding of financial principles and business operations. Currently working as a Sales Executive, with proven skills in client relationship management, strategic sales, and target achievement. Dedicated to applying accounting knowledge and business insight to drive growth, efficiency, and long-term organizational success in a dynamic professional environment.

Professional Experience

Senior Sales Executive

🏢 ACI Logistics Limited, Mirpur-10
January 2025 – December 2025

- Analyzed sales performance data to identify trends and improve revenue strategies.
- Prepared weekly and monthly sales reports for management decision-making.
- Used CRM data to evaluate customer purchasing patterns and improve sales strategies.
- Assisted in sales forecasting and demand planning using historical sales data.
- Coordinated with operations and inventory teams to improve supply chain efficiency.
- Managed customer data and generated insights to support business development strategies.

Part-Time Lecturer (Commerce Subjects) – Faisal Commerce Lab, Dhaka

February 2022 – December 2024

- Taught Accounting, Finance, Marketing, and Banking concepts.
- Assisted students in understanding financial analysis and business decision-making.
- Developed exercises related to financial statements and business data interpretation.

Education

Bachelor of Business Administration (BBA)

Government Bangla College, affiliated with University of Dhaka, Dhaka

Graduation Year: 2024

Major: Accounting

Higher Secondary School Certificate (HSC)

Govt Swarupkati College, Swarupkati (Inderhat)

Passing Year: 2017

Major: Business Studies

Core Competencies

- Sales Management
- Strategic Planning & Execution
- Team Leadership & Development
- Market Research & Analysis
- Customer Relationship Management
- Sales Forecasting & Budgeting
- Business Development

Technical Skills

- **Data Analysis Tools:** Microsoft Excel, Power BI, Tableau, Google Analytics
- **Programming & Databases:** Python, SQL, MySQL
- **Business Tools:** Microsoft Office Suite, CRM Systems, Sales Reporting Systems

Soft Skills

- Time management
- Communication
- Teamwork
- Problem Solving

Professional Development & Training Program

Sales Executive (June-2025)

ACI Logistics Limited, Novo Tower, Tejgaon I/A, Dhaka-1208

Training Topic's

- Product Knowledge
- Product Availability & Merchandising
- House Keeping
- Customer policy

Language Fluency

- English – Intermediate (Speaking, Writing, Reading)
- Bengali – Native

Hobbies and Interests

- Reading Books & Articles
- Business research

Reference

- Md. Shakil Ahmed
- Position: General Manager
- Company/Organization: Tokio Mode Ltd, Gazipur City, Bangladesh.
- Contact Number: 017 1105 0220
- E-mail: shakil@tokiomodeltd.com
- Relation: Cousin



Signature