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**CURRICULUM VITAE**

1. Name **:** SARDAR NASIR AHMED

2. Father’s Name **:** Late, Abdul Aziz Sardar

3. Mothers Name **:** Late, Asia Khatun

4. Present Address **:** Building No. 17, Flat No. 304(3rd Floor),

Japan Garden City, 24/A, Tajmahal Road

Block : C, Mohammadpur, Dhaka : 1207

Mobile: +88 01713062770

E-mail: sardar\_nasir58@hotmail.com

5. Permanent Address **:** Vill: Muladi, Post: Muladi, P.S.: Muladi,

District: Barisal.

6. Date of Birth **:** July 31, 1958.

7. **Academic Qualifications :**

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| **Name of Examinations** | **Board/University** | **Year** | **Division/ Class** |
| S.S.C (Humanities) | Jessore | 1973 | 1st |
| H.S.C. (Humanities) | Jessore | 1975 | 3rd |
| B.S.S. (Hons) in Political Science | Dhaka | 1978 | 2nd |
| M.S.S. (Final) in Political Science | Dhaka | 1979 | 2nd |
| LL.B | Dhaka | 1988 | 3rd |

**8. Experiences:**

* Total 31 years working experience in the field of Pharmaceuticals & FMCG (Food & Beverage) industries in different positions with different responsibilities, mainly in Sales, Distribution, Production, Factory Management & Import division.

1. **BD Thai Food & Beverage Ltd.(BTFBL):** Worked as Managing Director from September 2010to February 2016.

Joined the company as Managing Director in the year 2010. Undertook the responsibility of all the project activities right from the selection of land, arrangement of local and foreign machinery, equipments, Bank Finance etc, handling all the regulatory matters, management of completion of all the machinery installation to the final stage of Production, Marketing & Selling of the products in November 2013 successfully.

My success & few important activities in BTFBL:

1. Initially succeeded to obtain a sanction of a loan amounting Taka 72 Crore from The Agrani Bank Ltd. Principal Branch, Dhaka by maintaining a close liaison with the Credit committee, General Manager (Principal Branch), Deputy Managing Director, Managing Director, Board of Directors and the Chairman of the Bank.

* After the initial sanction amounting TK. 72 Crore (Long term & short term) again rearranged the fund (new sanctions) twice TK. 20 Crore & TK. 12 Crore as CC HYPO (Working Capital) respectively from the same bank.

1. All foreign correspondence, negotiation & finalization of the deals regarding imported & local machinery, raw materials etc done successfully by consulting with the Chairman.

Before selection & finalization of the machinery, visited different plants in China several times with the Chairman and Engineering Consultant.

1. Succeeded to obtain permission of 1500 KVA electricity load from REB and connected the same by maintaining a close liaison with the General Manager (PBS) & the Chairman of REB.
2. Obtained permission to connect the Gas line for Generator & Boiler in the factory of BTFBL from Titas Gas T & D Co. Ltd. by maintaining a close liaison with the Managing Director of Titas gas and the advisor, Ministry of Power, Energy & Mineral resources.
3. Obtained the Environmental Certificate etc.
4. Guided our assigned staffs to obtain different regulatory papers & Certificates from different govt. & semi govt. Organizations, Ministry, directorates & offices like: BOI Certificate, IRC & ERC, Fire License, Boiler Certificate, Trade Mark Registration of the products, TIN & VAT Certificate, BSTI certificate, ISO, HACCP & HALLAL Certificate, Company registration in RJSC, Credit rating report etc.
5. Nationwide I had developed a strong distribution network by appointing 260 numbers of Distributors and a sales team consisting 307 numbers of peoples.
6. As a routine job day to day especially were looking after all the activities of Sales, Distribution, Production & Factory management. In addition to that also were monitoring the activities of Procurement dept – Local & import, Marketing, Accounts & Finance etc.
7. AHZ Agro Industries (Pvt.) Ltd.(Food & Beverage Industry):

Joined the company as Executive Director in the month of June 2005. Undertook the responsibility of all the project activities right from the selection of land, arrangement of local and foreign machinery & equipments etc, handling all the regulatory matters, management of completion of the machinery installation to the final stage of Production, Marketing & Selling of the products in June 2009 successfully. And continued the job with AHZ Agro Industries (Pvt.) Ltd up to 2010.

* Nationwide I had developed a strong distribution network by appointing 240 numbers of Distributors and a sales team consisting 280 numbers of peoples.
* As a routine job day to day were looking after all the activities of Sales, Distribution, Production & Factory Management in addition to other jobs.

**c) PRAN - RFL Group:**

i) Served as General Manager - Sales (PRAN) from February 1996 to October 2002.

ii) Served as General Manager - HR & Training (PRAN – RFL Group) from November 2002 to February 2004

iii) Served as General Manager – Sales (RFL - Plastic Division) from March 2004 to May 2005.

My success with PRAN - RFL Group:

1. Before my joining in PRAN Sales, the company’s yearly turnover was BDT 20 crore only and I have succeeded in increasing the sales ten times at the end of my tenure. Developed the Nationwide Distribution Network, increased the number of Distributors from 51 numbers to 430 numbers and was leading a Sales team of 520 numbers of Field forces.
2. I was the Founder of the Training division. Provided the Sales Training to the Sales Forces to develop the Selling Skills. Ultimately, this helped a lot to increase the sales significantly.
3. I have succeeded to increase the sales of RFL plastic division significantly.

**d) Eskayef BD. Ltd. (SK+F):**

i. Field Manager **:** 1991 to 1993

ii. Regional Sales Manager **:** 1994to 1995

**My success with "Eskayef BD. Ltd. (SK+F)"**

i. I was assigned with the largest territory (Half of the Country) as "Regional Sales Manager".

ii. I have been always successful in achieving my assigned targets.

1. I was only the "Regional Sales Manager" in the Country who had achieved his yearly sales Target.

**e) Beximco pharmaceuticals ltd.**

i. Medical Representative **:** 1984 to 1985

ii. Field Supervisor **:** 1985 to 1986

iii. Depot-in-Charge **:** 1986 to 1991

**My success with ''Beximco Pharmaceuticals Ltd''.**

##### i. I was promoted from the rank of “Medical Representative” to “Field

##### Supervisor” after only 18 months of my service as a medical representative.

##### The accelerated promotion was due to my outstanding sales performance.

ii. I had never failed to achieve my Sales target during my service with Beximco Pharmaceuticals Ltd.

### iii. I was assigned with the responsibility of Distribution and ultimately became Depot-in-Charge.

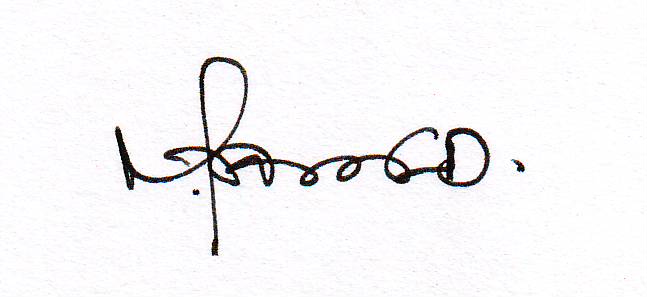
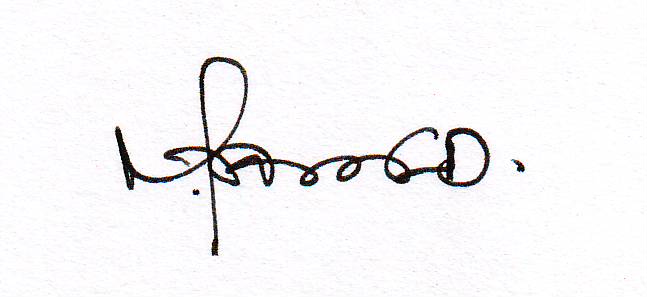
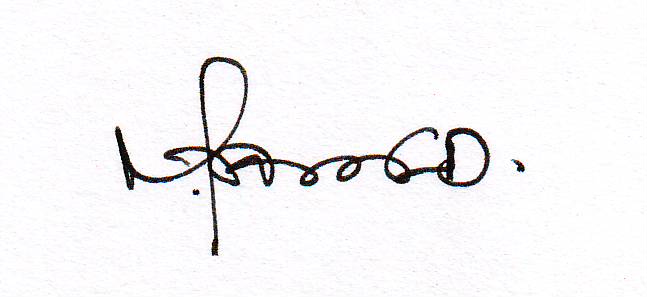
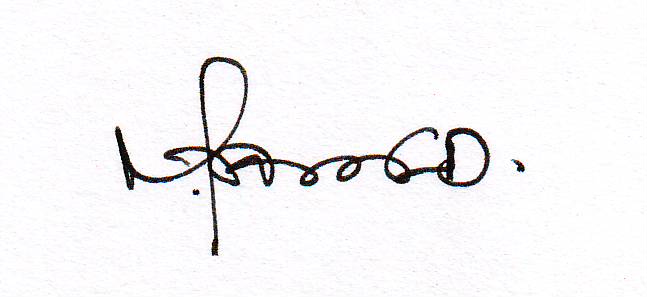
iv. As Depot-in-Charge I was also recognized as the best Depot-in-Charge in 1987.

9. Computer Knowledge**:** MS Word & MS Excel..

**References:**

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| 1. Prof. Rubina Hamid.  Chairperson.  BD Thai Food & Beverage Ltd.  Banani, Dhaka, Bangladesh.  Phone PABX: 9821574-76  Mob: +8801711-567246 | 2. Mr. Eleash Mridha.  Managing Director  PRAN-RFL Group.  Middle Badda, Dhaka, Bangladesh.  Phone: PABX: 8833164,Extn: 143  Mob: +8801912-257297 |
| 3. Mr. Md. Shakwat Hossain.  Chairman  AHZ Agoro Industries Pvt. Ltd.(TATKA)  President  Oxford International School.  Road No. 27, Dhanmondi R/A. Dhaka.  PABX: +8802 9115392  Mobile: +8801715385196(On request)  **Scan10015.JPG** | 4. Mr. M. Mohib – uz – Zaman.  Chief Operating Officer ( COO),  ACI Ltd.(Pharma division)  Phone PABX:55068511 - 4  Mobile: +8801713008264 |

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Sardar Nasir Ahmed.

Mobile # +8801713062770