***CURRICULUM VITAE***

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***SUMMARY***

***Name:***

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| Ferdowsul Abedin |

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| **Contact Number: 01775379775,**  01992886599  **Email: [ferdowsul@gmail.com](mailto:ferdowsul@gmail.com)**;  ferdowsul@outlook.com |

***Educational Qualification:***

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| Master of Pharmacy (M. Pharm.) with project workon pharmaceutical marketing. |

***Professional Experience:***

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| Have combined experience in **Training** and Strategic Marketing |

***Job Experience (summary):***

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| 1. **Training** Manager, Human Resources ; Mundipharma Bangladesh  2. **Training** Coordinator, Human Resources ; Novartis Bangladesh  3. Senior Brand Executive, Strategic Marketing & **Training**; Opsonin Group |

***Achievements***

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| **PRESENT**:  Company Name: Mundipharma Bangladesh  Designation: **Training** Manager, Human Resources  1. Preparing training manual and conduct the same to sales team.  2. Identifying training and development needs within sales team through job analysis  3. Considering the costs of training program and keeping within budgets.  4. Support field managers to solve specific coaching problems, either on a one-to-one basis or in groups.  5. Evaluating the training effectiveness through monthly exam.  Area of Experience: **Training** & Development, Employee Relations, Strategic HRBP, Recruitment & Selection |
| **PREVIOUS:**  Company Name: Novartis Bangladesh  Designation:**Training** Coordinator, Human Resources  Extensive experience in training and development that includes  1. Provide training on selling skill for capability development of sales team  2. Trained up sales team on Mobile Software based business communication.  3. Post training assessment of the trainees through online and written exam.  4. Involve in competency & capability development of sales team through discussion and share good practice of the performance frontier and participate in skill development training organized by the company.  5. Train sales team for Doctor wise product selection and product positioning.  6. Arrange Tele-conference to share knowledge and efficiency among sales team.  7. Support Line Managers to improve performance of his/her team.  Area of Experience: **Training** & Coordination, Performance & Talent Management, Employee Relations |
| Company Name: Opsonin Group  Designation: Senior Brand Executive, Strategic Marketing & **Training**  In addition to my roles as Product Executive, I have the following responsibilities-  1. Preparing Training manual for Products in my portfolio.  2. Preparing training manual for Refresher Training of Field Force on New Products and products of importance.  3 Conducting training sessions on Anatomy-Physiology and Company Products as per guideline of Training Manager.  5. Post training assessment of the trainees.  6. Examining Exam answer sheets used by the training participants.  Area of Experience: Brand Planning/Development, **Training**, Marketing & Sales. |

**COMPLETE CV**

**PROFESSIONAL OBJECTIVE**

To attain the Head of **Learning** and Strategic HR Business Partner position in a well-reputed organization where I can utilize my Experience and Expertise to enhance organizational efficiency through professional skill development of its employees

**PROFESSIONAL PROFILE**

* Analytical, proactive and self-motivating
* Good communication and interpersonal skills
* Able to undertake multitasking and diversified works.
* Can quickly adopt with surrounding and the sudden change of working environment
* Full-fledged commitment to the organization

**DESIRED JOB DETAILS**

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| Preferred Role | : | Chief **Training** Officer, Head of **Learning** and Strategic HRBP |
| Preferred Organization | : | Multinational companies, Group of companies |
| Preferred Location | : | Inside Bangladesh – Dhaka  Outside Bangladesh – USA/ UK/ UAE |

**EMPLOYMENT HISTORY**

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| May 2013 to till date | **Designation: Training** Manager, Human Resources  **Company Name:** Mundipharma Bangladesh  My responsibilities are   * Preparing training manual and conduct the same to sales team. * Identifying training and development needs within sales team through job analysis * Considering the costs of training program and keeping within budgets. * Support line managers to solve specific coaching problems, either on a one-to-one basis or in groups. * Evaluating the training effectiveness through monthly exam. * Provide latest products update to sales team for knowledge development * Support field associates in Segmentation, Targeting, and Product Positioning for Effective Sales Call. |
| January 2011 to November 2012 | **Designation: Training** Coordinator  **Company Name:** Novartis Bangladesh  My responsibilities were   * Competency & Capability development of sales team * Cross-functional Team-work with Marketing, IT, HR and Sales People * Support field associates in Segmentation, Targeting, and Product Positioning for Effective Sales Call. * Arrange training for field associates and focus on the company policies and strategies * Provide analytical insight to the top management to take effective Business Decisions * Implement Performance Management for qualitative improvement of the sales team |
| January 2004 to December 2010 | **Designation:** Senior Brand Executive  **Company Name:** Opsonin Group  My responsibilities were   * Formulation of strategies and promotional campaign for products. * Develop promotional and packaging materials for local and international markets. * Monitor product performance. * Support analysis and assessment of trends and directions for business development. * Monitor stock situation and Prepare annual and monthly sales budget. * Prepare of training manuals of products and provide training to the sales team. * Provide latest products update to sales team for knowledge development * Conducting training sessions on Anatomy-Physiology and Company Products * Post training assessment of the trainees. * Examining Exam answer sheets used by the training participants. * Dossiers compilation of products for export for all countries * Prepare monthly action plan and conduct monthly meeting, field visits. * Provide current clinical information on products to physicians. * Communicate with regulatory affairs department for COPP, new product registration and promotional materials approval by DA. |

**EDUCATION**

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| **Degree/Diploma/ Professional course** | **Institution, Class, Year** |
| **MASTERS OF PHARMACY (M.PHARM.)** | University Name: University of Rajshahi  Class: second class  Session: 2002 |
| **BACHELOR OF PHARMACY (B. PHARM.)** | University Name: University of Rajshahi  Class: second class  Session: 2001 |
| **HIGHER SECONDARY SCHOOL CERTIFICATE** | Rajshahi Secondary & Higher Secondary Education Board.  Group: Science  Division: second division  Year: 1997 |
| **SECONDARY SCHOOL CERTIFICATE** | Rajshahi Secondary & Higher Secondary Education Board.  Group: Science  Division: First Division  Year: 1995 |

###### **PROFESSIONAL MEMBERSHIP**

Member of Bangladesh Pharmaceutical Society (BPS).

Member of Pharmacy Graduate Association (PGA).

Member of Rajshahi University Pharmacy Association (RUPA).

Player of Pharmacy Department Cricket Team of Rajshahi University.

###### **WORKSHOPS/TRAINING ATTENDED**

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| Workshop  (February 2012 ) | Three days training program on Effective Coaching using GROW Model to move People and Business Forward at Novartis [Bangladesh] Limited |
| Workshop  (June 2011) | Three days training program on A-B Selling Model, Steps of a Successful Sales Call at Novartis [Bangladesh] Limited. |
| Workshop  (October 2010) | Five days training program on Effective Business Communication at DCCI Business Institute. |
| Workshop  (September 2003) | One month in-plant training program at Renata Limited (formerly Pfizer Bangladesh Limited). |

###### **JOB RELEVANT SKILLS**

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| Computer skill | MS Windows; MS Office; Familiar with latest internet and e-mail technology. |
| Language | Proficient in Bangla and English Language |
| Other | Team Leadership, Dedicated to work in team and independently, and Good Interpersonal communication skill. |

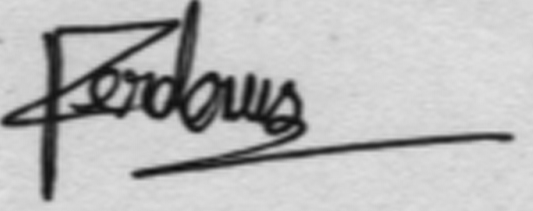
###### **FIELDS OF EXPERTISE & INTEREST**

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| Expertise | Affiliated as Grade-A Pharmacist (Registered since 2003) by Bangladesh Pharmacy Council (BPC). |
| Interest | **Learning** & Development, Traveling, Reading, listening music, enjoying movies, internet browsing, playing cricket & badminton. |

**PERSONAL INFORMATION**

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| Father’s Name : | M. Zainul Abedin |
| Mother’s Name : | Ayesha Begum |
| Date of Birth : | September 18, 1980 |
| Present Address : | Flat-1, Mirpur Housing, Mirpur-2. Dhaka-1216, Bangladesh |
| Permanent Address : | Village: Pak Bijoynagar, Thana & Post: Lakshimpur Sadar, District: Lakshmipur, Division: Chittagong, Bangladesh |

Thanks for your time and consideration.

Sincerely,

Ferdowsul Abedin