

MD. Faisal Bhuian

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Career Summary:

- Worked as **Territory Sales Executive** at **Japan Tobacco International Company** & have experience of 5 years' in Sales, & Marketing, branding, Strategic Business Planning, Positioning & Development area.
- A Growth Centric business leader, with a variable record of successful business development through rich capability in the distribution set up & experienced in managing complex business by developing relationships, convincing & executing strategic business development plan to achieve the final target.
- A result-oriented Sales professional, driven by the desire to excel business by utilizing new concepts, along with expertise in business planning, positioning & channel development
- Established record of accomplishment of managing diversified teams & products by building rapport with stakeholders with the interpersonal skill, which increase revenues, market share & profitability.
- Passionate about directing a new strategy, digital marketing, demand forecasting, business analysis, critical situation handling, product penetration strategy in a competitive environment.

Career Objective: To work in the Sales Department & assure scalable business growth & functional excellence.

Proficiencies:

- Strategic Sales Management
- Branch Management
- Trade & Promotional work
- Critical thinking & Creativity
- Situational Leadership
- Business Analysis
- Distribution Network Design
- Emotional Intelligence
- People Management
- Marketing & product line development

Date of Birth: 09. 09. 1988

Working Experience:

1. **Organization Name:** Japan Tobacco International Company (**Website:** jti.com/)

Designation: Territory Sales Executive

Duration: From Dec'2017 to Oct'2020

Job Responsibility:

- Planning & implementing business development strategies at the assigned area.
- Distributing task among the team members, monitoring & mentoring them & evaluate performance.
- Devise effective territory sales and marketing strategies & analyze business data.
- Meet with customers to address concerns and provide solutions
- Discover sales opportunities through consumer research
- Identifying the market gap & taking necessary initiatives to mitigate the gap.
- Participate in industry or promotional events (e.g. trade shows) to cultivate customer relationships
- Developing market expansion strategies & implementation framework for the assigned area.
- Conduct training in sales techniques and company product attributes



- Assess sales performance according to KPIs & organizing different events.
- Monitor competition within assigned region & prepare and submit reports.
- Maintaining strong working relationship with the stakeholders for business growth.
- Enforcing & establishing operational excellence in the overall sales process.

Achievement:

- Leading the sales, marketing & business development of tobacco products at Amirabad, Lohagora territory by leading a team of 18 people.
- Ensuring operational excellence in one distribution point, one depot point & 4557Nos of retailer points
- Sold around 1.5 crore stick & recovered the market from de-growth to 15% business growth.
- Achieved Nationally first position for outstanding sales performance.



2. Organization Name: Akij Corporation Ltd. (**Website:** akij.net/)

Designation 1: Territory Sales Officer

Duration: From Dec '17 to Dec '18

Designation 2: Operation In-charge (Sales & Marketing)

Duration: From Oct'2016 to Nov'2017

Job Responsibility:

- Act as a point of contact for existing and potential customers within assigned territory
- Identify local business opportunities and challenges
- Report on regional sales results (weekly, monthly, quarterly and annually)
- Work closely with salespeople and other internal teams to meet individual and group sales quotas
- Answer customer questions about features, pricing and additional services
- Cross-sell products, when appropriate & collaborate with sales representatives from different territories to share best practices and support a cohesive sales approach

Major Achievement:

- Handled the sales, marketing & business development at Halishohor area with a team of 12 people & ensured 6% business growth.

Designation 2: Trade Activation Supervisor

Duration: From Sep'2015 to Sep'2016

Designation 3: Retail Sales Supervisor

Duration: From Feb'2015 to Aug'2016

Job Responsibility:

- Ensured Trade offer, visibility, merchandising at retail outlet
- Program benefit demonstration to the retail outlet & ensuring sales,

Academic Qualification:

- BA in History from University of Chittagong with CGPA 2.23 out of 4.00 in 2014.
- HSC in Business Studies from Chandpur Govt. College with GPA 3.70 out of 5 in 2007.
- SSC in Business Studies from Rahmania High School with GPA 4.13 out of 5 in 2005.



Training/Course:

- Time Management
- Leadership & Sales Management

Computer Skill: Sound in Microsoft word, excel & PowerPoint presentation

Language: Fluent in Bangla and English.

References:

1. **MD. Sahadat Hossain**, Territory Manager, Japan Tobacco International. **Mobile:** (+88) 01814076714