



# MD SHAMIM JAHAN

SALES & MARKETING PROFESSIONAL

## PROFILE

Experienced professional with proven track record in sales and marketing field. Expertise in Strategic Planning, Distribution Management, Retail chain management and Sales operation. Looking for a managerial position that allows me to lead the team and guide strategic thinking.

## EXPERIENCE

### MANAGER- SOCIAL MARKETING

**Marie Stopes Bangladesh | 2018 - Present, Dhaka**

- Lead the Sales operation of Social Marketing products
- Distributor management
- Creating awareness through marketing
- Market visit, demand generation & product development

### DEPUTY NATIONAL SALES MANAGER

**Excel Telecom Pvt. Ltd | 2016 - 2018**

- Sales team operation
- Samsung brand shop expansion
- Strategic business plan
- Competitor analysis and partnership management

### TERRITORY MANAGER

**Marico Bangladesh Limited. | 2015 - 2015**

- Product distribution management
- Area based marketing plan
- Sales forecast & stock management
- Ensure business growth & expansion

### ASSISTANT PRODUCT MANAGER

**PRAN-RFL Group | 2013 - 2015, Dhaka**

- Sales planning & target set up
- New product development
- Marketing budget planning
- Sales program and incentive planning for sales team

### TERRITORY SALES MANAGER

**PRAN-RFL Group | 2012 - 2013, Dhaka**

- Daily sales monitoring
- Order placement & credit recovery
- Monthly Target achieving
- Market visit & maintain customer relationship

## CONTACT

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🐦 @shamimshl  
f /tarka.sohel

## COMPETENCES

### Highlights

- Strategic planning
- Distribution management
- - Retail chain management
- sales operation
- New product development
- Marketing budget & policies.

## EXTRA CURRICULAR

### ACTIVITIES

- Former cricketer of BKSP
- Member of RESA
- - Voluntarily work for SEUC
- Former program presenter of Banglavision TV

## SKILLS

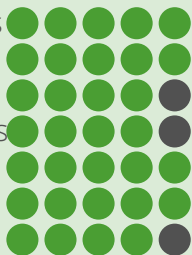
### Language

Bangla  
English  
Hindi  
Urdu



### Computer Skills

- OS- Windows  
- MS Office  
- PowerPoint  
- Spreadsheets  
- Skype  
- Social media  
- Data Analysis



## REFEREES

### A H M Saiful Islam

, CEO  
Max foundation  
+8801711506674  
saifislamtipu@gmail.com

### Masrurul Islam

, Country Director  
Marie Stopes Bangladesh  
+8801727508765  
masrur@mariestopesbd.org

### Md. Mehedi Hasan

, Assistant General Manager  
Aarong Dairy  
+8801755592464  
Mehedi237@gmail.com

## EDUCATION

### MASTER OF BUSINESS ADMINISTRATION

Southeast University | 2010 - 2010, Dhaka

Major Course: Marketing

CGPA: 3.60 out of 4.00

### BACHELOR OF BUSINESS ADMINISTRATION

Southeast University | 2006 - 2010, Dhaka

Major Course: Marketing

CGPA: 3.73 out of 4.00

### HIGHER SECONDARY CERTIFICATE

Rajuk Uttara Model College | 2003 - 2005, Dhaka

Group: Business studies

CGPA: 4.6 out of 5.0

### SECONDARY SCHOOL CERTIFICATE

Safiuddin Sarkar Academy | 2001 - 2003, Dhaka

Group: Business studies

CGPA: 4.0 out of 5.0

## TRAINING & CERTIFICATIONS

2019

### ADVANCED LEADERSHIP

MDF Asia Training & Consultancy , Vietnam

- Leadership & personality
- Leadership & change
- Leadership & impact
- Leader as a coach
- The art of Delegation.

2018

### LEADERSHIP, COMMUNICATION & TEAM BUILDING

Don Sumdany Facilitation & Consultancy, Dhaka

- Leadership guide
- Communication skill
- The way of Team building

2017

### AMCAT EMPLOYABILITY- CERTIFICATES ON SALES PROFESSIONALS

BD Jobs, Dhaka

- English Comprehension
- Quantitative Ability
- Logical Ability
- Financial and Banking Services

2013

### EFFECTIVE SALES MANAGEMENT

PRAN-RFL Group, Dhaka

- Assessing Sales Performance
- Pipeline Management
- Planning and Analysis
- Team management