

**A.H.M Tawfiq**

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**About:**

Having 17+ year experience in sales Marketing & Business Development. Passionate about **Continuous Improvement & Customer Focus** about Challenge & Result.

Is looking for a Business Development Leaders role to Lead both the team & organization performing in Long & Short term Goals.

**Skills & Traits:**

**Work Experience**



***Avery Dennison Bangladesh Ltd***

***Total Duration 7 Years & One Month***

**Title: RB Sales Lead (Senior Manager)**

Dates Employed October 2019 – July 2020

Responsibilities: The responsibilities Include but not limited to:

• Responsible for overall company performance including Revenue & Profits, execute entire business process for $ 100+ Mn + revenue.

• Set & Achieve Annual Targeted Turnover to boost country’s Business Project & maintain healthy Profit & Loss account.

• Keep continuous coordination with AD global team.

• Drive the team to execute the account plan and achieve the AOP for each of the accounts to ensure country level AOP.

• Establish excellent relationships with C- Levels of local RB buying offices and help team to promote company’s products, services and facility.

Business Development Skills

Leadership

• Lead the team to provide customer forecast and support the demand/supply planning,

• Drive the company global account strategy regionally, work as a bridge between local and global team.

Optimize Profitability

Key Account Management

.• Lead the team to regularly review the sales performance, regional & in country market and competitive landscape and strategies, drive the execution regionally.

Target Turnover & Sales

Problem Solving Skills

• Ensure team is collaborating with other business units to evaluate volume, identify trends, ensure quality, and monitor budgets.

Customer Relationship

Anticipate Business Risks & Forecasting

**Title:Manager, RB Sales**

Dates Employed July 2013 – September-2019

Responsibilities: The Responsibilities Include but not limited to:

Team work

Negotiation

• Responsible for overall company revenue performance.

• Provide customer forecast and support the demand/supply planning,

• Development of business plan & ensuring achievement.

Time Management

• Keep continuous coordination with AD global team who are located in many countries mainly USA, UK, EU & Asian Countries.

***Values*:**

* **Integrity**
* **Courage**
* **External Focus**
* **Diversity**
* **Sustainability**
* **Innovation**
* **Teamwork**
* **Excellence**

• Prepare & Execute Demand & Supply Planning with the team.

•Establish excellent relationships with C- Levels of local RB buying offices .



***Checkpoint Systems Bangladesh Ltd***

***Total Duration 5 Years***

### Title: Manager, Sales & Business Development

- Dates Employed July 2010 – June 2013

Responsibilities: The Responsibilities Include but not limited to:

• Promote checkpoint Bangladesh in the apparels market in Bangladesh.

• Make budget for the sales team & lead the team from the front to achieve that.

• Report the overall team performance to the regional sales director & update Asia pacific management weekly basis.

• Manage the activities of the team members to ensure that they achieve their individual sales targets in their & also update the progress to KAM in global level.

• Arrange Sales event for the company in national level .Present companies product, services ,terms & potentials to retailers & vendors.

• Establish excellent relationships with C- Levels of local RBO buying offices and help team to promote company’s products, services and facility.

• Find out potential business opportunities from new & existing customers from the open market.

### Title: Assistant Manager, Business Development

Dates July 2008 – June 2010

Responsibilities: The Responsibilities Include but not limited to:

• Keep continuous coordination with Global Team who are located in many countries mainly EU & Asian Countries.

• Collaborating with other business units to evaluate volume, identify trends, ensure quality, and monitor budgets.

• Managing & Motivating Sales & Customer Service Team to achieve goal.

• Report the overall team performance to the operation Director on weekly basis.

• Developing New Business in the region.

• Managing existing revenue and developing future pipelines.

• Develop high priority accounts from EU region.

***Academics & Education:***

MBA – ~~Marketing~~- 2003

American International University Bangladesh

Bachelor of Commerce,B.Com,

Business-1999

National University,Bangladesh

Higher Secondary Crtifacate (HSC)

Business Studies-1995

Dhaka City College,Dhaka Board

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| --- | --- |
| Secondary School Certifacate (SSC)  Science Group-1993  Motijheel Government Boyes High School,  Dhaka Board |  |

***Referees :***

***Jean.Baptiste Grislain***

Commercial Director

Avery Dennison RBIS,USA

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***Tarun Rana***

Head, South Asia ,RB Sales

Avery Dennison , (RBIS)

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***Referees :***

***Jean.Baptiste Grislain***

Commertial Director

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***Tarun Rana***

Head, South Asia ,RBO Sales

Avery Dennison , (RBIS)

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***Avery Dennison Bangladesh Ltd***

***Total Duration 3 Years***

### Title: Seniour Executive Sales

Dates Employed 2005– 2008

Responsibilities: The Responsibilities Include but not limited to:

•Drive Sales Target set by the company Allocated Area.   
  
•Develop strong, effective Multi-Level Customer and Internal work relationship.

• Negotiate Prices, Terms & Delivery Dates With the Customers.

•Do The Market Research & Update Customer, Market and Competitor Information’s on a Regular Basis.

•Work With Customer Service Team, Product Development Team.

### DSCL Shopping Center Ltd

***Total Duration 2 Years***

### Title: Assistant Manager, Operation

Dates July 2003 – June 2005

Responsibilities: The Responsibilities Include but not limited to:

• Distribute FMCG goods to all 10 outlets.

• Prepare sales & procurement budget.

• Maintain sales database of the outlets.

• Develop strong business relationship with suppliers and outlets.