

MUSA MUHAMMAD MUHIUDDIN

Present Location: Dhaka

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Career Objective:

I am Looking to join a dynamic sales team; bringing my skills and experience to ensure sustainable sales growth and organization's profitability. I would like to prove myself as a pathfinder and problem solver.

Employment History:

1. Area Sales Manager (December,19 –April,20)

Maico Bangladesh Ltd

2. Senior Territory Manager (July,2018 – November,19)

Marico Bangladesh Ltd.

3. Territory Manager (June,2016 – June,2018)

Marico Bangladesh Ltd.

4. Territory Officer (March,2015 - May,2016)

Arla Foods (Bd) Ltd.

Achievements:

1. "TM Of The Month" (Marico Bangladesh Ltd.) for the Month of November/17, January/18, April/18, May/18, June/18, July/18, November/18.
2. Quarter-1 Growth Champion, (2017-18).
3. Quarter-1 KPI Champion, (2017-18).
4. Quarter-2 KPI Champion, (2017-18).
5. Member of "Hall Of Fame" – 11 Times.
7. Champion Coach, October/19 (A special sales drive competition)
6. Successfully completed the "New Product Launching Program" of "Parachute Advanced Ayurvedic Hair Oil", "Haircode-New pack", "Set wet Deo", "Set Wet Hair Gel", "Hair & Care", "Haircode Crème Colour", "Parachute Petroleum Jelly", "Livon Re-launch", "Saffola" And full range of "Just For Baby" Category.
7. "Employee of the Month-East" January,16; Arla Foods Bd. Ltd.

Specialization:

Distribution Excellence, Team management, Trade program Execution, Data Analysis, Sales strategy formulation and Execution, Distributor ROI optimization.

Academic Qualifications:

Exam Title	Concentration/Major	Institute	Result	Year	Duration
MBA	Finance & Banking	Rajshahi University	CGPA: 3.10	2014	1 years
BBA	Finance & Banking	Rajshahi University	CGPA: 3.06	2013	4 years
HSC	Science	Cant. Public School & College, BUSMS	GPA: 4.0	2008	
SSC	Science	Public High School, Parbatipur	GPA: 5.0	2006	

Training Summary :

Training Title	Topics	Institute	Duration
Analytics Driven Decision Making	Identify right data, Create the right hypothesis from the Data and perform Cost Benefit analysis, Tracking Business Matrices, Decision Making.	Marico Bangladesh Ltd. (Conducted by S.Nagappa)	2 Days
Relationship Management(Mini)	Improving Leadership Style	Marico Bangladesh Ltd. (Conductrd by Nelofer Patel)	3 Days
Territory Distribution and Outlet Management	Distribution Management, Outlet Management, New Product Placement Technique, Trade Program Management	Marico Bangladesh Ltd	2 Days
Sales Excellence Workshop	Target Planning, Conversion Ratio and Sales Funnel, Managing Problems & Difficult Customers, Sales Negotiation Tactics, Handling Price Objection & Requests for Scheme and Discount.	Marico Bangladesh Ltd. (Conducted By Subrata Datta)	2 Days
Sales+	Creative and Effective Selling Technique	Arla Foods Bangladesh Ltd.	2 days
Advance Excel	MS Excel	Arla Foods Bangladesh Ltd.	2 days

Extra Curricular Activities:

1. Participated in “Youth Exchange Program, Delhi-2011”, as a member of Bangladesh delegation.
2. Ex. Cadet Sergeant at Bangladesh National Cadet Corps; 1, Mohasthan Regiment.
3. Member of “BADHON” Rajshahi University Unit.
4. Poem recitation and Extempore speech.

Reference :

Particulars	Reference: 01	Reference: 02
Name	Md. Shafiul Azam	G. Faisal
Organization	Ifad Multi Products Ltd	Marico Bangladesh Ltd.
Designation	Vice-President, Sales & Mkt.	Regional Head,Central South
Mobile	01980-002901	01711400247
Relation	Professional	Professional

I hereby declare that all the information stated in this resume is true to the best of my knowledge and I authorize the employing authority to verify the information provided in this resume.

Signature

Musa M. Muhiuddin