qwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmrtyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnmqwertyuiopasdfghjklzxcvbnm

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| **CURRICULUM VITAE**  OF  MD OMOR OSMAN |

**Curriculum Vitae**



**MD OMOR OSMAN**

Shimoltali Road,MIST, Joydevpur, Gazipur.

Cell: 01307998667 / 01979232357

[omorosmanta@gmail.com](mailto:omorosmanta@gmail.com)

**CAREER OBJECTIVE**

“Proven track record in revitalizing unsuccessful businesses”

I aspire for a challenging position in a professional Organization where I can enhance my professional skills and strengthen my performance in adding with Organization’s motto. Myself a self motivated achiever with an ability to plan and execute.

**COMPUTER AND OTHER SKILLS**

**Skills**

* Confident communication and persuasive presentation skills for effective formatting, delivery, and closing of critical demonstrations.
* Skilled in using strategy to carefully coordinate campaigns for optimal product release and consumer advertisement.
* Expert leadership abilities to motivate, energize, and unite team members around a central cause.
* Commendable time management, organizational skills, and consistency to deliver marketing outcomes that exceed corporate expectations.
* Vigilant and wise money management to ensure optimal use of funds on all marketing projects.
* Confident in using research and analysis to understand how trends, competitors, consumer requirements, and seasonal market volatility will affect campaign efforts.
* Proficient understanding of social media and its role in building brand awareness and garnering positive media publicity.

**Computer Skills**

Trained on MS Word, Excel, Power Point and Outlook Express.

Trained on Freelancing, Graphics, Web, Internet using.

**Achievements**

Semi-Finalist-“Intra Collage Debating Competition” (2002).

Organized by B.A.F Shaheen Collage Chittagong.

**2nd Runner Up-“Intra University Speech Competition” (2000).**  
Organized by Chittagong Police Institutions

**2nd Runner Up“ Intra Portlink Bed - Minton Competition( 2012)**

Organized by Port-Link Logistics Centre (MGH GROUP) Chittagong BD

**Championship Tournament “Pool” competiton (2009)**

**Organized by Scotland Aberdeen club UK.**

**Training Summary**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Training Title** | **Topic** | **Institute** | **Country** | **Location** | **Year** | **Duration** |
| Time Management | What is a time management plan? What is a good time management? How should I manage my time as a student? What are the benefits of time management? | ACI Center | Bangladesh | Tejgao, Dhaka | 2015 | 3 Days |
| Sales technique / Increase | Overall Sales Related | ACI Center | Bangladesh | Tejgao, Dhaka | 2015 | 3 Days |
| Supply Chain Management | Supply Chain Management | Bangladesh University of Engineering and Technology (BUET) | BANGLADESH | DHAKA | 2012 | 3 |
| **Human Resources Management** | **HR/Admin/Training** | **BIMs** | **BANGLADESH** | **CHITTAGONG** | **2012** | **3** |
| Critical Customer Care management | 1.Innovative Customer Service Techniques2.Customer Service Training3.Customer Service Excellence4.Maximizing the Customer Experience | Sainsbury’s Head office | London, Uk | Duke street, London West,Uk | 2009 | 1 months |
| Bangladesh National Cadet Core | Bangladesh Air Force Cadet no 1720442, rank: cadet 2nd Scordren Chittagong | BAF SHAHEEN COLLEGE CHITTAGONG | BANGLADESH | CHITTAGONG | 2001 | 4 |

**LINGUISTIC SKILLS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Language** | **Reading** | **Writing** | **Speaking** |
| Bangla | High | High | High |
| English | High | High | High |
| Hindi | Low | Low | High |
| Urdu | Low | Low | High |
| Italian | Low | Low | Medium |

**WORK EXPERIENCE (BANGLADESH)**

1. . **Manager (Sales and Operation) (Feb 6, 2019 - Continuing)**

**Azom Food Ltd (Chinese Company)**Company Location: 35c West Gazipura, Tongi, Gazipur   
Department: Sales & Marketing

**Duties/Responsibilities**

**Duties/Responsibilities**

\*Develop an in-depth knowledge of Crane ware’s core products via successful completion of required sales training program, and utilize this knowledge to successfully lead Sales Support operations.

\*Manage a successful sales support team and ensure that the team consistently meets or exceeds daily sales performance metrics.

\*Identify distribution gaps & bridging outlet gaps to maximize long term business growth

\*Work closely with the Sales Transformation, Sales IT & Capability teams to ideate & co create projects  
\*Implement Sales Transformation, Sales IT & Capability team agendas through the TDE teams in the division  
\*Drive sales transformation projects & Prototypes in the divisions  
 \*Design & plan optimum manpower, DDs, Field force & beats, Distributor optimization & ROI  
 \*Lead Sales IT initiatives (Infra + Initiatives) & Ensure PDA hygiene (data sanctity)  
 \*Plan and drive Sales Development KPIs in the division  
 \*Build PJP adherence, Drive LIs efficiency and plan for enhancing Sales productivity in the division  
\* Work with the Central team for content & Implement Capability & assessment framework in the division  
 \*Anchor the capability initiatives across FF (DSR/PSR/ISRs) & Build capability through mediums for NPD launches within the division teams  
\*Manage customers with planned interventions focusing on assessment, engagement, healthy returns & quick query resolution

\*Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.

\*Accomplishes sales and organization mission by completing related results as needed.

\*Assisting sales personnel in their techniques

\*Developing specific plans to ensure growth both long and short-term

\*Educating sales team with presentations of strategies, seminars and regular meetings

\*Reviewing regional expenses and recommending improvements

2. **National Sales Manager Feb, 18 – Jan-19**

**Bangla Food and Beverage Ltd**

Company Location : Outer circular Road, Motijheel, Rahmania Int Hotel. Dhaka

\*Manage, coach and support the team of Regional Sales Managers to achieve set company targets.

\*Support the company in the implementation and review of a sales strategy.

\*Support the company in helping to maintain professional working relationships with all stakeholders

\*Manage and support team members, individually and as a group, to achieve set sales, budget targets & KPI’s

\*Submit a monthly Sales Report to the Sales Director.

\*Conduct support visits, reviews and appraisals in line with company policy.

\*Hold monthly sales meetings that report and update on the progress of the team.

\*Identifying and developing new products and brands in response to market trends

and customer demands.

\*Develop and implement effective sales strategies

\*Lead nationwide sales team members to achieve sales targets

\*Establish productive and professional relationships with key personnel in assigned customer accounts

\*Negotiate and close agreements with large customers

\*Monitor and analyze performance metrics and suggest improvements

\*Prepare monthly, quarterly and annual sales forecasts

\*Perform research and identify new potential customers and new market opportunities

\*Provide timely and effective solutions aligned with clients’ needs

3. **Divisional Sales Manager** **Oct 15 –Jan 18,**

**ACI LOGISTICS LTD (Showpno Retail chain shop)**

Company Location : Novo Tower, Tejgao, Dhaka

**Duties/Responsibilities**

**Duties/Responsibilities**

* Managing and motivating a team to increase sales and ensure efficiency;  
  Managing stock levels and making key decisions about stock control;
* Analyzing sales figures and forecasting future sales;
* Analyzing and interpreting trends to facilitate planning
* Using information technology to record sales figures, for data analysis and forward planning
* Dealing with staffing issues such as interviewing potential staff, conducting appraisals and performance reviews, as well as providing or organizing training and development
* Ensuring standards for quality, customer service and health and safety are met
* Resolving health and safety, legal and security issues;
* Responding to customer complaints and comments
* Organizing special promotions, displays and events, Attending and chairing meetings
* Updating colleagues on business performance, new initiatives and other pertinent issues
* Touring the sales floor regularly, talking to colleagues and customers and identifying or resolving urgent issues
* Maintaining awareness of market trends in the retail industry, understanding forthcoming customer initiatives and monitoring
* Initiating changes to improve the business, e.g. revising opening hours to ensure the store can compete effectively in the local market
* Promoting the organization locally by liaising with local schools, newspapers and the community in general;  
  dealing with sales, as and when required.

4. MGH GROUP (Air and See Ops)

International Brand Ltd (P&G)

Asst Manager Feb-10 to Aug-15

**Duties/Responsibilities**

* Build and consolidate the monthly forecast for the full P&L through partnerships with business leaders and collaboration with FP&A team members
* Depot Ops cargo Loading, Unloading, on time shipment, cutoff time, labor management.
* Liner Ops, Freight Ops, CFS Ops, Equipment Ops.
* Container Lineup with MLO wise.
* Freight docs check and update accordingly.
* Customer service management, Conversation with oversees respective client.
* Looking after stuffing container and self surveying.
* Good Relationship with Air lines and pries negotiation.
* Stock Inventory, Equipment marinates.
* Work closely with the merchandise planning team to develop monthly and quarterly sales and gross margin forecasts including the development of daily sales targets for the European retail channel.
* Maintain weekly KPI forecast (traffic, conversion, AUR, UPT) to help substantiate sales targets
* Monitor weekly wholesale shipments and prepare weekly re-trend reporting designed to enable wholesale leadership to achieve quarterly targets through partnerships with operations and logistics
* Compile backup documentation and detailed bridges to help influence decision making and inform leadership of underlying trends
* Proactively identify and manage both risks and opportunities against the latest forecast
* Support and help lead FP&A team through transition of ERP system by developing Hyperion Smart View driven forecasting models
* Investigating and planning the most appropriate route for a shipment, taking into account the perishable or hazardous nature of goods, cost, transit time and security
* Arranging appropriate packing, taking into account the climate, terrain, weight, cost and nature of goods and also the delivery and warehousing of goods at their final destination
* Negotiating contracts, transportation and handling costs
* Obtaining, checking and preparing documentation to meet customs and insurance requirements, packing specifications, and compliance with other countries' regulations and fiscal regimes
* Offering consolidation services by air, sea and road, ensuring cost-effective and secure solutions to small shippers who have insufficient cargo to require their own dedicated units
* Arranging insurance and assisting the client in the event of a claim

**WORK EXPERIENCE (LONDON)**

1. **Deputy Manager (Outlets Operation) (March, 05 - Jan, 10)**

**Sainsbury’s**  
Company Location : London Duke Street **(London)**  
Department : Outlets

**Duties/Responsibilities**

* Identify and delegate responsibilities to shift leaders and staff to ensure objectives are met and excellent service is consistently achieved
* Effectively manage the restaurant in the absence of the Restaurant Manager
* Manage operations with passion, integrity, and knowledge while promoting the culture and values of  
  Implement new company policies and procedures by developing plans and instructing staff
* Provide direction to shift leaders, and staff to achieve restaurant goals
* Consistently review operations and staff to identify any problems, concerns, and opportunities for improvement  
  Provide coaching and feedback to managers and staff and assess performance on an ongoing basis
* Create a positive guest experience by delivering a high level of service and ensuring all staff engage guests to understand their needs and exceed expectations
* Manage the restaurant to meet or exceed standards in food quality, safety, and cleanliness
* Consistently monitor product and labor costs to remain within goals
* Solicit guest feedback to understand the needs and wants of customers
* Working on the till
* Shelving, facing up, checking the dates, doing rotation
* Daily counts, cashing up the tills
* Advising and assisting the customers
* Receiving the delivery, checking the delivery
* Inventory Check
* Ensure that our hotels are operated safely, at all times
* Deliver excellent customer service and maintain a high standard of customer management

**PASSION AND HOBBY**

Interest on football, internet browsing, music, gym, swimming,

**Travelled to** - England (UK), Italy, Spain, Egypt, Germany, France, Belgium, Holland, Latvia, Poland, Finland,

Turkey India and Nepal.

|  |  |  |  |
| --- | --- | --- | --- |
| BBA  In Marketing |  | National University | 2016 |
| International  **Post Graduate Diploma**  Business Management Studies |  | **Foreign University**  Cambridge College of Learning (London)  (Under the Sunderland university) | 2008 |
| International  Advance Diploma  in Business Studies |  | Brook College of London  University of East London | 2007 |
| International  Diploma  in Business |  | Brook College of London  University of East London | 2006 |
| Higher Secondary School ( Science) |  | B.A.F Shaheen College, Chittagong | 2001-2003 |
| Secondary School Certificate ( Science) |  | Chittagong police institution, Chittagong Bangladesh | 1998-2001 |

**PERSONAL DETAILS**

|  |  |  |
| --- | --- | --- |
| Father's Name | : | Md Yousuf |
| Mother's Name | : | Late Anwara Sultana |
| Date of Birth | : | May 18, 1983 |
| Gender | : | Male |
| Marital Status | : | Married |
| Nationality | : | Bangladeshi |
| Religion | : | Islam |
|  |  |  |
| Current Location | : | Dhaka |

**REFERENCE (S)**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | **Reference: 01** | **Reference: 02** |
| Name | : | Mr. Rashid al Hasan Chowdhury ( FCA) | Dr.Nahida Sairin (MBBS, DU,FMC) CCD (Berdem) |
| Organization | : | Port Link Logistics Centre ( Sister **Concern Of MGH** | DBL Group |
| Designation | : | Head of the Finance (Associate Director ) | Medical Officer |
| Address | : | ) Banur Bazer, Sitakunda, Bhatiary Chittagong | KawranBazar, Dhaka. |
| Phone (Off.) | : | 01713335689 | 01760060357 |