**Resume of**

**Biman Kumar Acharya**

**Village: 23 Ranibazar,**

**Post: Ghoramara,**

**P.S: Boalia,**

**Dist: Rajshahi - 6100.**

**Bangladesh.**

**Cell No. 01711972168.**

**01717591907.**

**Email: biman.acharya@gmail.com**

**Major Strength:**

* Positive attitude
* Capable to take challenge
* Competent on marketing and selling
* Active decision maker
* Execute Regional trade activities

**Carrier Summary:**

A hard working and results driven sales and distribution professional with more than 18 years’ experience of Pharmaceuticals industries and Prokashoni Ltd. Proven Track record in meeting targets and achieving competitive result. Excellent communication skills and in-depth-product knowledge coupled with the ability to interact at all levels result in the successful implementation of workable solution for clients. Strong customer relationship management skills ensure improved customer retention levels in a highly competitive market. A committed team leader who makes a significant contribution to increased sales revenues.

**Carrier Objective:**

**“To use my skills in the best possible way for achieving the company’s goals”**

**Experience:**

1. **Regional Manager –** Dikdorshon Prokashoni Ltd. Marketing Division at Rajshahi based, And Covered Rajshahi Division from 7th March 2019.
2. **Regional Manager -** Novartis (Bangladesh) Ltd. Pharmaceuticals Division at Rajshahi based, And Covered Rajshahi, Pabna & Chapai Nawabgonj District from 1st January 2014 to 31st December 2018.
3. **Territory Manager -** Novartis (Bangladesh) Ltd. (Specialty care) Pharmaceuticals Division at Rajshahi based, And Covered Rajshahi, Pabna & Chapai Nawabgonj District from 2007 to 31st December 2013.
4. **Senior Medical Information Officer -** Novartis (Bangladesh) Ltd. Pharmaceuticals Division at Comilla District from 2004 to 2006.
5. **Medical Information Officer -** Novartis (Bangladesh) Ltd. Pharmaceuticals Division at Sylhet District from 01st January 2000 to 2003.

**Specialty:**

Any product marketing. Ability to work hard & under pressure with tight deadline excellent interpersonal communication and negotiation skills. Strategic Leadership to strengthen company’s goal, Manage and ensure a diverse set of activities and priorities, involve in strategic decision making process.

**Duties & Responsibilities:**

* Identifying and maximizing exploitation of business opportunities for the given product mix.
* Appointing distributors, responsible for execution of sales plan, conceptualizing and implementing competitive strategies for generating prescription and ensure sales, developing and expanding market share towards the achievement of revenue and profitability targets.
* Implement, review and fine-tune the marketing strategies to escalated business volumes based on Regional market needs.
* Achieving sales targets as per designated budgets using market intelligence to prepare a customer centric operating plan, conducting tactical promotion ensuring a strong brand presences & increased business.
* Conducting Team building exercises to enhance team effectiveness by motivating them and promoting a spirit of cooperation between Team members.
* Arrange RTD/CME as a monthly basis.
* Daily Sales Monitoring and Reporting.

**Language:**

* + English – Well versed in both written and spoken.
  + Bengali – Mother tongue.
  + Hindi – Spoken (Medium)

**Computer skills:**

* Microsoft Office, Microsoft Excel, PowerPoint.
* Networking.

**Training:**

1. Successfully completed **Novartis Selling Excellence** organized by Novartis (India) Ltd.
2. Successfully completed **Novartis Call Excellence-1** organized by Novartis (Bangladesh) Ltd.
3. Successfully completed **Performance Frontier Skills-1**organized by Novartis (Bangladesh) Ltd.
4. Successfully completed Leader-ship training **Arrow/ Will to win/Compus** organized by Novartis (Bangladesh) Ltd/ Novartis (Philippine) Ltd.

**Educational Qualifications:**

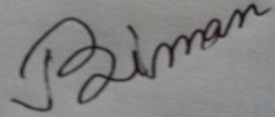
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| * M.Sc (Applied Chemistry & Chemical Technology) –1991 (Held in 1994), Upper Second Class (1st), Rajshahi University. |
| * B.Sc HON’S, (Applied Chemistry & Chemical Technology) –1990 (Held in 1993), Upper Second Class, Rajshahi University. |
| * H.S.C in Science – 1987, 2nd Division, Rajshahi Board. |
| * S.S.C in Science – 1985, 1st Division, Rajshahi Board. |

**Personal Information**:

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| Father’s Name | Late, Prof.ChittaRanjan Acharya. |
| Mother’s Name | Late, Smriti Rani Acharya. |
| Permanent Address | Village: 23 Ranibazar, P.O: Ghoramara,P.S: Boalia, Dist: Rajshahi – 6100. Bangladesh. |
| Present Address | Village: 23 Ranibazar, P.O: Ghoramara,P.S: Boalia, Dist: Rajshahi – 6100. Bangladesh. |
| Date of Birth | 01.11.1969. |
| Religion | Hindu. |
| Nationality | Bangladeshi. |
| Marital Status | Married. |
| Blood Group | O+ ve. |
| Voter ID NO | 8192220171412. |
| Motor Driving License No | R J0001464CL0004. |

**References**:

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| **1. Professor Sayed Islam,**  Professor,  Applied Chemistry and Chemical Engineering, Rajshahi University,  Rajshahi. Cell: 01733-224644. | **2. Professor Sameem Ahsan,**  Professor,  Applied Chemistry and Chemical Engineering, Rajshahi University,  Rajshahi. Cell: 01711-359523. |



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**Biman Kumar Acharya.**

**Date: 14 November, 2018.**