



CONTACT

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Address

#1.Jasim bhavon, hasempur
road Raipura sadar,Narsingdi

SKILLS

- Training.
- Motivational Speaker.
- Team Management.
- Leading a Big Team.
- Adjustment any environment

LANGUAGES

- Bangla: Mother Tong
- English: Good

HOBBIES

- Reading
- Cricket
- Music
- Traveling

MD.OMOR FARUK TUHEN

SENIOR SELES MANAGER

A COMPETITIVE SALES PROFESSIONAL WITH A WINNING ATTITUDE AND A STRONG WORK ETHIC WHO WANTS TO BE PART OF A GROWING TEAM. TO LIVE A HONEST LIFE WORKING IN A HIGHLY CHALLENGING AND COMPETITIVE ENVIRONMENT FOR THE ENHANCEMENT OF MY CREATIVE ABILITIES AND OPTIMUM PROFITABILITY OF THE ORGANIZATION. I AM DETERMINED AND ENTHUSIASTIC I HAVE DEVELOPED GOOD PLANNING & ORGANIZATIONAL SKILLS AND AM CONFIDENT WORKING INDEPENDENTLY OR AS PART OF A TEAM I AM FLEXIBLE REGARDING.

WORK EXPERIENCE-TELCO (5.11Y)

ROBI AXIATA PLC

Senior Sales Manager

1st Dec 2020 – 24th Jan 2025

Key Responsibilities:

- Reporting directly to the AM. sharing the Territory Revenue Plan & Goals with the & RH.
- To be under Team Monitoring & insure the Sales Plan & Goals.
- Building the business within Areas using a variety of telco sales techniques.
- *Analyzing Competitor activities and assessing opportunities for business development.
- Present products and services to prospective customers
- Conduct training in sales techniques and company product attributes/Benefits.
- Assess sales performance according to KPI.
- Analyze and Interpret Sales Records.
- Distribution Management (Lifting/Order Process)
- Plan and Develop marketing activities.

ROBI AXIATA PLC

Territory Manager

1st March 2019 – 30th Nov 2020

- Building the business within territory using a variety of telco sales techniques.
- Present products and services to prospective customers
- Conduct training in sales techniques and company product attributes/Benefits.
- Assess sales performance according to KPI.
- Analyze and Interpret Sales Records.
- Distribution Management (Lifting/Order Process)
- Meet Monthly Sales Goal Key Responsibilities:

TRAINING & CERTIFICATIONS

- Anti Bribery and Anti-Corruption Training-Robi Axiata Ltd.
- Data privacy Training – Axiata.
- Sales Academy - Robi Axiata Ltd
- Sales Leadership Training - Square Food & Beverage Ltd.
- Active Citizens Youth Leadership Course - British Council Bangladesh.

CAREER AWARDS

- Star Performer Award 2021 -Q1, 2022-Q1 & 2023-Q3-Robi
- Best Territory Manager 2020 (2nd Runner-Up) Q1- Robi
- Top Performer Mobile Revenue January, February 2020 - Robi
- Ninja Champion July, September -2020. March- 2021- Robi
- Airtel Warriors Champion, Quarter 01 2020-Robi
- Best Territory Officer Award, Q1, Q3, 2018. (SFBL)
- Nationally 2nd Runner-Up TO 2017(SFBL)
- Member of SFBL Challenger Club 2018. (SFBL)

REFERENCE

- **Md.Tanim Hasan**
HOO
Summit Communications Ltd
Cell: +8801833180275
- **Mohd Moinul Islam**
Manager-HR Facility HR Division
Robi Axiata PLC
+8801819710113

WORK EXPERIENCE-FMCG (3.3Y)

SQUARE FOOD & BEVERAGE LTD

Territory Officer

1st Jan 2017 – 28th Feb 2019

Key Responsibilities:

- *Reporting directly to the Area Manager & sharing my territory Sales Plan & Goals.
- Building the business within territory using a variety of sales techniques.
- Present products and services to prospective customers.
- Assess sales performance according to KPI.
- Meeting sales targets.
- Analyze and Interpret Sales Records.
- Distribution Management (Lifting/Order Process/DD Online).

UNILEVER BANGLADESH LTD

Sales Executive

1st Oct 2015 – 30th Nov 2016

Key Responsibilities:

- Territory DH Co-Ordination & DH Primary and Secondary Sales Insure.
- Data Collection & Taking Feedback to TM.
- Direct Sales Reporting to Territory Manager.
- Coordinate efforts with those of the marketing partners.
- Communicate with the rest of the company.
- Define strategic marketing plans.
- Market & Product Analysis

EDUCATION

EXECUTIVE MBA(MARKETING)

University of Global village - Barisal

Sec: 2019 – 2020

CGPA:3.48

BACHOLOR OF ARTS

Kobi Nazrul Govt Collage-Dhaka

Sec: 2011 – 2014

CGPA: Second Class

Md.Omor Faruk Tuhen