

## Resume of

### ZIAUL ISLAM AKASH

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### PROFESSIONAL SUMMARY:

I am working as Distribution Sales Executive at Perfetti Van Melle Bd PVT Ltd for 1.2 years. I have 5.8 years' experience in sales. I am MBA from American University Bangladesh (AUIB) with great leadership skill, creativity and data analysis skill.

### CAREER OBJECTIVES:

As an experienced salesperson, I would like to see myself in a leadership position where I will be able to add some value to the organization using my education, skills and experience and where there is a scope of fast career growth with vast opportunities of learning.

### SALSA ACHIEVEMENTS:

Perfetti Van Melle BD Pvt Ltd.  
(Oct, 2018-till date)

- Awarded as a PVM Hero in the first month (November-2018) of my joining.
- Best DSE for Data analysis.

Fair Distribution Ltd (ND of Samsung Mobile Bangladesh)  
(January 2015-October 2019)

- Brahmanbaria Territory got 58% growth at my working period.
- Mawna Territory is already having 63% growth.
- Own the best performer award under “amar porichoy amar joyer anupreron” campaign (Feb-17).
- Own the Men in Grand Invite award in 2017.

### AREA OF EXPERTISE:

**Sales:** Experienced in field sales and direct sales

**Distribution:** Practical experience of managing and establishing new distributors.

**Data analysis and planning:** Expert in excel and data analysis and making decision of it.

**Training:** Good Experience of making retailers and field force training module and conduct training

**Skills:**

- Great analytical skill
- Leadership ability
- Creativity
- Self-motivated and flexible
- Keen to meet deadlines
- Hard worker, quick learner,

**COMMUNICATION AND OTHERS COMPUTER LITERACY**

- Fluent in both written and spoken in English
- MS Office, Specially MS Excel, MS PowerPoint, MS Word, MS Outlook.

**WORK HISTORY:**

**1.Distribution Sales Executive, 21, October 2018 to till date  
Perfetti Van Melle Bd Pvt. Ltd.**

**Responsibilities**

- Achieving territory primary and secondary sales target.
- Monitoring SR's, DSR's.
- Team coaching, Supervision,
- Ensuring 100% order VS delivery.
- Recruiting capable SR.
- Wholesales controlling, Category wise product placement.
- RTM
- Regular market visit and searching new opportunities.
- Ensuring right placement of POSM.
- Ensuring distributor proper investment for smooth operation.
- Cross check distributor documents (Like: Stock Registers, Damage Register, Vat Register) during visit.
- Analysis team performance and territory performance.
- Identify opportunities and threats for campaigns, services, and distribution channels that will lead to an increase in sales.
- Ensuring positive ROI.
- Find out new distributor if distribution change needed.

**2.Territory Manager, January 2015 to October 2018  
Fair Distribution Ltd. (ND of Samsung Mobile)**

**Responsibilities**

- Achieving territory sales target.
- Maintaining smooth relationship between local distributor and Company.
- Potential team buildup.
- Regular market visit and searching new opportunities.

- Find potential new retails and continue to grow business in the future.
- Identify opportunities and threats for campaigns, services, and distribution channels that will lead to an increase in sales.
- Ensuring positive ROI.

**3.Executive (Sales and Marketing), May 2014 to December 2014**  
**BDDL Properties ltd.**

**Affiliation:**

- Student of the year in 2008-09 session, Govt. Savar College
- Team Manager of Marketing Department football team in 2010.

**ACADEMIC RECORDS:**

Master of Business Administration

**Institute:** American University Bangladesh      **Major:** Marketing  
**Year :**2017-2018

Bachelor of Business Studies

**Institute:** Govt. Savar College (NU)      **Major:** Marketing  
**Year :**2012-2013

**REFERENCES:**

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| <p>1. Saiful Islam<br/> Area Sales Manager<br/> Perfetti Van Melle Bd Ltd.<br/> Phone:01729277674<br/> Mail: mohd.saiful@bd.pvmgrp.com</p> | <p>2. Prof.Dr.Mahmodul Hasan<br/> Lecturer,<br/> American International University of Bangladesh<br/> Phone:01920300293<br/> Mail: president.bieexpo@gmail.com</p> |
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**Ziaul Islam Akash**