




Contact Info

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House:23(B-4),Road:19 
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Education

MBA in Marketing (Appeared)
United International University
(UIU)
Passing Year: Appeared

Bachelor Of Pharmacy
Stamford University Bangladesh
(SUB)
Passing Year: 2010

Higher Secondary Certificate in 2004
Science
Sylhet Board

Secondary School Certificate in 2002
Science
Sylhet Board

Skill

Communication
Negotiation
Persuasion
Leadership
Decision Making
Situation Control

Mahfujul Alam Echo



Career Objective

A self-motivated Sales professional more than 6 Years' experience in Field sales . Possess strong leadership and communication skills with a reputation for installing enthusiasm in others and leading teams to achieve shared goals. Always dedicated to work and possess a strong commitment towards the job with the ability to work under pressure I am happiest when I am working for the team, with the team and by the team. Self-improvement is a cornerstone by which I live.

Career Summary

6.4 years experienced Sales professional with having excellence of working within 03 different industries (MNC)in **Distributor management, Business development, Field sales monitoring, Trade marketing, Sales and Demand generation.**

Working Experience

Sr. Distribution Sales Executive

Perfetti Van Melle Bangladesh Limited (April 2019 - Continuing)
242/B, Tejgaon I/A, Dhaka-1208

Core Functions:

- Achieving Primary and Secondary Sales Target
- Monitoring Sales Activity and Supervising Sales team
- Manage Distributor and DSR's Effectively
- Ensuring PC, LPC, ND and WD Target and growth
- Increasing Business opportunity through Various RTM
- Dealing with Major customer directly
- Analyzing and compiling report and send to function on time

Senior Territory Sales Executive

Philip Morris Bangladesh Ltd. (August 2015 - October 2018)
Ninakabbo, 227/A Tejgaon I/A, Dhaka-1208

Core Functions:

- Responsible for Achieving Both Primary and Secondary Sales.
- Providing Regular market visit and sales analysis report to the supervisor
- Proper monitoring of distributor sales force
- Leading The sales team to Achieve the sales Target.
- Ensuring proper Execution of Trade Marketing Activity, merchandising & Brand Awareness.

Area of Expertise

Demand Generation
Business Development
Trade Marketing
Team Management
Customer Relationship

Computer

Word – Good
Excel – Excellent
Power Point – Good

Language

Bengali – Proficient
English – Proficient

Personal Info

Father's Name: Abdul Mannan

Mother's Name: Nahar Mannan

Date of Birth: 24th July 1986

Marital Status: Married

Nationality: Bangladeshi

NID: 3627705808090

Working Experience

Area Nutrition Officer

Nestle Bangladesh Limited (July 2012 - July 2015)
Ninakabbo, 227/A.Tejgaon-Gulshan Link road, Tejgaon Dhaka-1208

Core Functions:

- Responsible for Demand Generation through HCP.
- Providing Regular market visit and sales analysis report to the supervisor
- Training and development of distributor sales force
- Monitoring The sales Team to ensure Distribution.
- Ensuring the merchandising & Brand Awareness

Training & Workshop

- **Professional Selling skill**
Nestle Bangladesh
Training Duration: 13th-17th November **Year:** 2013
- **Grooming the Future Leader**
Philip Morris Bangladesh Ltd
Training Duration: 02 Days **Year:** 2018
- **ExcelMania:**
Philip Morris Bangladesh.
Training duration: 01-day **Year:**2018

Reference

Mehedi Hasan Maruf

Area Sales Manager
Unilever Bangladesh

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Md. Ahsan Habib

Divisional Sales Manager
Square Food and Beverage Ltd
Bangladesh

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Declaration

I, Mahfujul Alam Echo, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Date:

Mahfujul Alam Echo