

# MD. ISHTIAQUE BIN OMAR FARUQUE

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## OBJECTIVE

To contribute to an organization's business success by becoming a sound professional with relevant experience, competence and business acumen.

## EXPERIENCE

### **Senior Manager, Distribution & Logistics**

ADA Trading Bangladesh Co., Ltd.

(Ex-National Distributor of Huawei Mobile)

Dhaka

January, 2017 – August, 2019

- Plan and manage distribution operations to achieve set goals
- Develop & implement processes to ensure efficient distribution system
- Monitor warehouse operations and conduct trainings to team members
- Control distribution operations budget and minimize cost
- Perform cost negotiations with vendors

### **Senior Manager, Distribution**

Sky Telecommunication Ltd.

(Zelta Mobile)

Dhaka

April, 2015 – January, 2017

- Develop an effective distribution process
- Implement ERP software in Distribution and Sales department
- Capture market feedback & update management for strategic decision
- Responsible for distributor and warehouse management
- Monitor Inventory management at warehouse

### **Manager, Distribution**

Edison Group (Symphony Mobile)

Dhaka

February, 2014 – November, 2014

- New dealer appointment and database management
- Product allocation based on dealers' target and market size
- Ensure submission of requisition in software within timeline
- Ensure payment confirmation by dealers on daily basis
- Prepare quarterly dealer evaluation report of dealers

### **Specialist, Retail Channel Management & Trade Marketing**

Grameenphone Ltd.

Dhaka

May, 2010 – July, 2012

- Prepare communication materials for smooth campaign execution
- Plan for campaign execution in collaboration with relevant stakeholders
- Insight on campaign performance through post campaign evaluation
- Track competition activity and update management on regular basis
- Prepare Go to Market Calendar for Distribution & Retail Sales

### **Deputy Manager, Retail Channel Management**

Grameenphone Ltd.

Dhaka

December, 2009 – May, 2010

- Develop & circulate execution briefs of campaigns & trade initiatives
- Coordinate with cross functional team to align campaign activities
- Prepare and execute trade communication letters
- Handle all query related to campaign and trade related activities

**Officer, Regional Sales**

Grameenphone Ltd.

Dhaka

November, 2006 – November, 2009

- Launch new distribution model of GP at assigned distribution house
- Manage the operation of the assigned distribution house
- Ensure implementation of DSTS software
- Actively involved in route planning of the distribution house

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**EDUCATION****MBA (Executive)**

East West University - Dhaka

2014

CGPA: 3.57 on 4.00 scale

Major: Marketing

**BBA**

North South University - Dhaka

2006

CGPA: 3.30 on 4.00 scale

Major: Accounting &amp; Finance

**H.S.C.**

Notre Dame College - Dhaka

2001

Division: First

Group: Science

**S.S.C.**

Bangladesh International School &amp; College - Riyadh

1999

Division: First

Group: Science

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**SKILLS**

Strategic Planning and Leadership, Software Implementation, Productivity and Efficiency Improvement, Continuous Improvement of Operational Processes/Standards, Cost Minimization

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**PERSONAL DETAILS**

Father's Name : Md. Omar Faruque

Date of Birth : 14-Jul-1984

Marital Status : Married

Nationality : Bangladeshi

Mother's Name : Selina Khanom

Gender : Male

Religion : Islam

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**REFERENCES****Name : Muzahidul Islam**

Position : Head of Business

Organization : Klubhaus

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**Syed Ashraf Uddin Ahmed**

Head 2.5 NVG Bangladesh

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