

MD MAHAMUD BISWAS

Present Address: House no 20, Road 1, Mohammadpur, Dhaka, Dhaka 1207
Mobile No 1: 01723094322
Mobile No 2 :01918719953
e-mail : mdmahamudbiswas@gmail.com, biswas_mahamud@yahoo.com



Career Objective:

Assistant Manager with over 7 years' experience sales & marketing & supervising Sales stuff. I want to make my career by Skill & hard work & Where I will get a chance to make my way. I want to a station where I will make a huge contribution of sales. I want to stay long time where I will get opportunity to show my capability.

Employment History:

1. Divisional sales manager (Dhaka) (Distribution & Plaza Channel) (January 1, 2020 - Continuing)

Walton Group

Company Location : Plot-1088, Block-I, Sabrina Sobhan Road P.O-Khilkhet, P.S-Vatara, Dhaka 1229

Department: Digi-tech (IT product)

Duties/Responsibilities:

1. To Ensure Daily report & morning meeting with BP & ASM & ensure day plan report, Break event report, Day end report.
2. Find Market gap & give solution. Do sale out old stock & take step for sale out product. catching the problems of market enhancement of ASM.
3. Monitoring & supervising team where 6 ASM & 39 bp. Set target according to market potentiality. To take sales forecast & collection forecast. set visit plan, Activation plan, plaza boost up plan, promotion plan.
4. To take every day competitors market plan & branding opportunity, make company visibility & ensure product display & merchandising.
5. continuous collect competitor information from market about offer, promotion& other activation.
6. To find opportunity company branding. Arrange activation mela, school campaigning ETC.
7. To give motivation of ASM & train how to sales target is meet.
8. Ensure company & product visibility & ensure product availability in concern market & Walton plaza.

2. Assistant Sales Manager.(Kazi farms kitchen (Frozen food & Franchise Operation) (July 15, 2018 - December 31, 2019)

Kazi Food Industries LTD.(Khulna)

Company Location : House no.35, Road no.2, 9th floor, Ahmad & Kazi Tower Dhanmondi R/A, Dhaka 1205.

Department: Food & Beverage

Duties/Responsibilities:

1. By taking ownership I have worked there & I have given there 30% (YTD) growth. Observation & monitoring khulna & Barishal Region all frozen & Franchise sale quality, branding, product visibility, Company .
2. To ensure numeric distribution & weighted distribution.
3. To supervise ASO & Franchise manager & staff for sales & maintain quality of food.
4. To Ensure primary sales & ensure collection on time & ensure good negotiation with dealer & franchise owner.
5. To give guideline of ASM for find new channel & franchise. Give some advertisement & promotion for new franchise.
6. To take order & place depot & give vehicle plane.
7. Operate the sales team where 7 ASO & 11 sales officers, Monitoring the & to give motivation to fulfill the monthly as well as yearly sales target as set by the manager/ supervisor.
9. To ensure services of any technical damage of our elements like: Fridge, Fryer, Kiosk, & other branding materials. To minimize damage product by taking some initial step. Prepare & Manage to meet/exceed monthly, quarterly and annual sales forecasts.
10. To do follow-up all of product stock which product is delivery & how much product is needed. To analysis total cost of company & to minimize maximum cost by proper rout plane for product distribution & by discipline of all visit of other employee.

11. Ensure product distribution, reporting to AGM on distributor's market due, various programs and market volume of competitor companies and explaining about own activities after completion of weekly program.

3. **Area Sales Manager. (May 14, 2015 - July 5, 2018)**

Aarong Dairy(Brac dairy & food project).(Chittagong Region)

Company Location : Kaderia tower, Mohakhali, Dhaka 1212.

Department: Sales

Duties/Responsibilities:

1. Achieved sales target through the team with remarkable year to date growth.
 2. Ensure the product visibility in all route & outlet, ensure product distribution, & company visibility. Proper monitoring Area & outlet.
 3. Maintain relation with Distributor & regularly visit distribution point & analyze all sales document & collection & to insure bank deposited & product demand. Monitoring and analyzing Distribution point regularly & increase demand. Preparing sales and collection reports and other reports assigned by the management.
 4. Prepares reports by collecting, analyzing, and summarizing information.
 5. New product development, new channel development, Increase distribution coverage, Proper monitoring S,s, SR, DSR, & setting their target according to market potentially & history. To take regular sales forecast & commitment.
 6. Regularly submit report when superior have needed, & to arrange meeting with SPO/SR for motivation.
 7. Ensure the primary lifting & 2nd lifting. Ensure first call & last call within the just time.
 8. Target fulfilled SKU & product ways & good relation make with customer & distributor.
 9. Ensure the best performance & best service.
- Achievement: Best sales award 2017.

4. **Sales Executive. (July 6, 2013 - April 30, 2015)**

RFL GROUP.(Dhaka)

Company Location : Holland Complex 10 floor, Middle badda,Dhaka,1212

Department: Exclusive showroom.

Duties/Responsibilities:

1. Achieved sales target .
2. Ensure the product visibility in all route & outlet, ensure product distribution, & company visibility.
3. Ensure proper merchandising of all product in all outlet.
4. Ensure secondary lifting & numeric distribution & weighted distribution.
5. Good relation make with key customers & distribution.
6. Ensure proper display for attracting people & good relation make with the branch manager & others.
7. Strongly follow the instruction of line manager.
8. To give daily sales report & other when management is required.
9. Monitoring and analyzing Distribution point regularly & increase demand. Preparing sales and collection reports and other reports assigned by the management.
10. Setting up new marking strategies & Generating sales leads.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
Master of Law (LLM)	Law	Northern University Bangladesh	CGPA:3.25 out of 4	2015	1
Bachelor of Law (LLB)	Law	Northern University Bangladesh	CGPA:3.08 out of 4	2014	4
HSC	Business Studies	Mohakal pilot high school & college.	CGPA:3.6 out of 5	2009	2
SSC	Commerce	Mohakal pilot high school & college.	CGPA:3.19 out of 5	2007	-

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
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Sales Development	Essential knowledge for sales development	Walton Group	Bangladesh	Walton Corporate office	2019	2 days
Management skill development	How to develop your management skill?	Brac learning Center.	Bangladesh.	Dhaka, Brac learning center	2017	7 days

Professional Qualification:

Certification	Institute	Location	From	To
Practical Excel & power point.	Skills job (A concern of Daffodil International)	Dhaka.	December 1, 2019	January 6, 2020
Habit That totally transformed my productivity	Green HR BANGLADESH	Dhaka	November 1, 2019	November 2, 2019

Language Proficiency:

Language	Reading	Writing	Speaking
English	High	High	Medium
Bangla	High	High	High

Personal Details :

Father's Name : Late: Abdul Hai Biswas
 Mother's Name : Sharifa Begum.
 Date of Birth : November 26, 1992
 Gender : Male
 Marital Status : Married
 Nationality : Bangladeshi
 National Id No. : 19924120404000137
 Religion : Islam
 Permanent Address : 0413-04, Nowapara South,, Noapara, Abhaynagar, Jashore 7460
 Current Location : Dhaka

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: MD Riasad Tarin	Anzir Ahmed
Organization	: Kazi Food Industries LTD.	GPO
Designation	: Sales Manager (Kazi food industries ltd)	Superintendent Engineer
Address	: Dhaka, R-04/7, Mohakhali.	Baily Road, Dhaka
Phone (Off.)	:	
Phone (Res.)	:	
Mobile	: 01922408751	01753336894
E-Mail	: Riashad009@gmail.com	anzir.bpo@gmail.com
Relation	: Professional	Relative