

MD. MUSA TAREQUE BELAL

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Career Objective:

Seeking for a challenging career in Marketing and gaining experience in the field to utilize my organizational and marketing skills, in order to increase productivity of the organization.

Career Summary:

I started my carrier as a Territory Business Manager in Citycel in 2 July 12 & work there till 14 July 14. Then I Join Airtel Bangladesh Ltd in 16 July 13 & work there till 31 Dec 13 As a T. M.. Then I Join bKash Ltd in 21 Jan 14 as a TM and work there till 02 Jul 17, Lastly I join Robi (An axiata group) as a sales manager on 16 Jul 18 & work there till 31 Oct 18, then I join in Searchlite Communication Ltd as a Merchandising Manager in 11 Aug 2019 & till now I am working hear.

Special Qualification:

Capable to supervise to the sales team to increase volume & market share also. Experience on Distributor management. Positive to work under pressure.

Employment History:

Total Year of Experience : 6.3 Year(s)

1. Merchandising Manager (bKash Project) (August 11, 2019 - Continuing)

Searchlite Communication Ltd

Company Location : House # 42 Road # 3/C , Nikunja-01, Khilkhet, Dhaka-1229

Department: Trade Marketing

Duties/Responsibilities:

1. Responsible for the execution of merchandising strategies across different channels, in line with the overall Trade Marketing and Communication strategy
2. Ensure client satisfaction
3. One-point contact between marketing department, product management and sales teams to ensure achievement of sales and budget objectives
4. Achieve benchmark status in "Share of Voice" through merchandising excellence
5. Lead the merchandising team with decision making authority
6. Collaborates with the Trade Marketing Team for merchandising strategy
7. Planning & budgeting, production and implementation of all in store activities, including point of sales materials and promotions
8. Establish alignment with automation partner and ensure debug of - errors / problems
9. Achieve national SoV target
10. Stock monitoring
11. Achieve call targets
12. Establish compliance and mitigate legal issues
13. Reporting
14. Supports back office teams
15. Ensures that the local feedback is considered by regularly visiting merchandising teams, Customers and Agents

2. Sales Manager (July 16, 2017 - October 31, 2018)

Robi Axiata Ltd

Company Location : Nafi Tower, 53 Gulshan South Avenue, Gulshan-1 | Dhaka-1212

Department: Sales & Distribution

Duties/Responsibilities:

1. Achieve all sales targets for the assigned Area as per business plan
2. Achieve revenue target for assigned Area
3. Achieve distribution target in terms of new outlet expansion
4. Manage distribution operation for assigned distribution area
5. Manage distribution hygiene all across the functions of distribution operation as guided by company
6. Ensure 100% Sales compliance as per regulators directives
7. Ensure trade visibility and effective campaign communication at channels
8. Develop and lead distributor's field force
9. Optimize and monitor company provided resources to support distribution activities

3. Territory Manager (January 21, 2014 - July 2, 2017)

bKash Ltd

Company Location : Shadhinata Tower, Dhaka Cantonment, Dhaka-1206.

Department: Commercial

Duties/Responsibilities:

Monitoring the daily Sales Activities, Plan for Achieve the target, Training the sales team, Reporting to the higher authority about the Competitors activities in the market, Monitor & control the customer care point, Handle the distributor, Monitoring Merchandising activities, Monitoring the compliance related activities.

4. Territory Manager (June 16, 2013 - December 31, 2013)

Airtel Bangladesh Ltd

Company Location : 19/a Tajware Center Bonani Dhaka

Department: Sales & Distribution

Duties/Responsibilities:

- 1 Activity monitoring of distributors within the assigned territory
- 2 Set channel footprint across the territory as per plan
- 3 Regular market visit and market development
- 4 Monitor distributor staffs daily activities
- 5 Handling distributor commission & other queries
- 6 Managing systems and compliance of distributors and retailers
- 7 Regular sales reporting
- 8 Analyzing and solving territory operational issues
- 9 Ensuring proper customer service from distributors and assigned service desks
- 10 Training and development of distributor sales and service force.

5. Territory Business Manager (July 2, 2012 - June 13, 2013)

Pacific Bangladesh Telecom Ltd (Citycell)

Company Location: Pacific center, 14 Mohakhali C/A Dhaka 1212

Department: Sales & Distribution

Duties/Responsibilities:

Monitoring the daily Sales Activities, Plan for Achieve the target, Training the sales team, Reporting to the higher authority about the Competitors activities in the market, Monitor & control the customer care point, Handle the distributor, Monitoring Merchandising activities, Control the SME sector.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
MBA	Management	Rajshahi University	CGPA:3.67 out of 4	2009	1 Year
BBA	Management	Rajshahi University	CGPA:3.27 out of 4	2008	4 Year
HSC	Science.	Sardah Degree Collage	CGPA:3.5 out of 5	2004	2 Year
SSC	Science.	Shardah Government Pilot High School.	CGPA:3.5 out of 5	2002	2 Year

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Job Training	All the activities of a Sales Manager	Robi Axiata Ltd	Bangladesh	Nafis Tower, Robi Corporate Office, Gulshan 1	2017	4 days
THE ART OF NEGOTIATION	1. Phases of negotiations & gain the skills necessary for successfully negotiating 2. Basic negotiating concepts 3. Lay the groundwork for negotiation 4. Master basic bargaining techniques 5. Strategies for identifying mutual gain 6. Negotiating process to solve everyday problems	bKash Ltd	Bangladesh	bKash office, Shadinata Tower, Dhaka-1206.	2016	1 Day
AML & CFT training	All the topic related to AML & CFT activities	bKash Ltd	Bangladesh	Mohakhali, Paragon House. bkash office	2015	1 Day
Job training	All the activities of a territory manager.	bKash Ltd	Bangladesh	Gulsan bKash office	2014	5 days
Job Training	All the duty & responsibilities of a territory manager	Airtel Bangladesh Ltd	Bangladesh	Airtel Office Dhaka	2013	4 Days
Job Training	All the activities of a Territory Business Manager	Pacific Bangladesh Telecom Ltd (Citycell)	Bangladesh	Dhaka, Mohakhali	2012	3 Days

Career and Application Information:

Looking For : Mid Level Job
 Available For : Full Time
 Present Salary : Tk. 75000
 Preferred Job Category : Marketing/Sales
 Preferred District : Anywhere in Bangladesh.
 Preferred Organization Types : Telecommunication, Manufacturing (FMCG), Multinational Companies, Electronic Equipment/Home Appliances, Tobacco, Automobile, Steel

Specialization:

Fields of Specialization	Description
<ul style="list-style-type: none"> Administration Marketing 	Potential bright & proactive minded person with the ability build strong image in a company manager. Good interpersonal and communication skill, willingness to work under challenging environment. . B.B.A & M.B.A with specialization in Management.

Language Proficiency:

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

Personal Details :

Father's Name : Md. Tabibur Rahman.
Mother's Name : Most. Rocksana Pervin.
Date of Birth : August 13, 1986
Gender : Male
Marital Status : Married
Nationality : Bangladeshi
National Id No. : 8122505842900
Religion : Islam
Permanent Address : Vill: Thanapara, P/O: Sardah, P/S: Charchat, Dist: Rajshahi, Charchat, Charchat, Rajshahi 6270
Current Location : Dhaka

Reference (s):**Reference: 01**

Name : Md. Adnan Firoz
Organization : Robi (An Axiata Company)
Designation : Manager (Sales Operation Division)
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Relation : Professional

Reference: 02

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Professional