

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.
(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

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 & Finance

SKILLS

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

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

REFERENCES**Name : Muzahidul Islam**

Position : Head of Business

Organization : Klubhaus

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