Contact Info

+880 1617266652

echomahfuz@gmail.com



https://www.linkedin.com/in/mahf in ujul-alam-echo-9b234747/

House:23(B-4),Road:19 Sector-11, Uttara, Dhaka-1230

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 X

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 communcation 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 242/B, Tejgaon I/A, Dhaka-1208

(April 2019 - Continuing)

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:

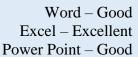
- Responsible for Achieving Both Primary and Secondary Sales.
- Providing Regular market visit and sales analysis report to the supervisor
- Proper monitoring of distributor sales force
- ➤ Leading The sales team to Achieve the sales Target.
- Ensuring proper Execution of Trade Marketing Activity, merchandising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

Area of Expertise 💖



Demand Generation Business Development Trade Marketing Team Management Customer Relationship

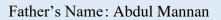
Computer



Language @

Bengali – Proficient English – Proficient

Personal Info



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

Year: 2018 **Training Duration:** 02 Days

ExcelMania:

Philip Morris Bangladesh.

Year:2018 Training duration: 01-day

Reference

Mehedi Hasan Maruf

Area Sales Manager Unilever Bangladesh

+880 1711082725

Mhmaruf7@gmail.com

Md. Ahsan Habib

Divisional Sales Manager Square Food and Beverage Ltd Bangladesh

+880 1730 785336



Declaration

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

Mahfujul Alam Echo Date: