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| |  |  | | --- | --- | | **ABDULLAH AL MAMUN** | /data/data/com.infraware.PolarisOfficeStdForTablet/files/.polaris_temp/image1.jpeg | | Address: Robi Seba, Golseher Tower, Satkania, Satkania, Chittagong 4386  Mobile No : 01921118211  Office No :01833182579  e-mail : [mamun.sust.eng@gmail.com](mailto:mamun.sust.eng@gmail.com) & [mamun4780@robi.com.bd](mailto:mamun4780@robi.com.bd) | |

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| **Career Objective:** |
| To make a sound position in the corporate world and work enthusiastically to achieve the goal of the organization with devotion and hard work. |

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| **Career Summary:** |
| Strong leadership skills able to prioritize, delegate tasks, and make sound decisions quickly while maintaining a focus on the bottom line. |
| **Academic Qualification:** |
| |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Exam Title** | **Major** | **Institute** | **Result** | **Passing Year** | | MA in English | English | Shahjalal University of  Science & Technology | CGPA:2.48 out of 4 | 2014 | | BA (Hon`s) | English | Shahjalal University of  Science & Technology | CGPA:3.02 out of 4 | 2012 | | HSC | Science | Kazi Noman Ahamed  Degree college | CGPA:3.6 out of 5 | 2008 | | SSC | Science | Muradnagar D. R.  Govt High School | CGPA:4 out of 5 | 2006 |  |  | | --- | | **Training & Workshop :** |  |  |  |  |  | | --- | --- | --- | --- | | **Certification** | **Institutions** | **Location** | **Durations** | | Proficiency in Spoken English | SUST- Speakers Club | SUST, Sylhet | 3 months | | Introduction to computer Application | CSE department of SUST | SUST, Sylhet | 4 months | |

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| **Employment History:** |

1. **District Sales Manager (November 1, 2018 – Continuing)  
   Robi Axiata Limited**   
   Company Location: 53 Gulshan South Avenue, Gulshan-1, Dhaka – 1212.   
   Department: Market Operation Location: Chittagong South.   
    ***Responsibilities:***   
   1. Attain Area Sales Target by ensuring proper distribution of products and implementation of retail channel activities.  
   2. Develop right distribution set-up to optimize availability of products in the area.   
   3. Develop and manage the operation of third party distribution channels.   
   4. Arrange & execute trade marketing activities.  
   5. Ensure brand visibility in POS through Point Of Sales Materials to create TOM.  
   6. Develop long term business relationship with key channel partners   
   7. Monitor & follow up RSP Sales entry & SAF Submission to ensure 100% Compliance.  
   8. End to end market visit and creating new business opportunity in metro & rural market.
2. **Territory Officer (May 02, 2016 – March 31, 2018)   
   Senior Territory Officer (April 01, 2018 – Oct 30, 2018)  
   GlaxoSmithKline Bangladesh limited**    
   Company Location: House-2A, Road-138, Gulshan-1,Dhaka-1212,Bangladesh  
   Department: Sales Location: Tangail & Comilla   
    ***Responsibilities to Base Market:***   
   1 Responsible for driving distribution.

2. Ensure of Sales targets within laid down business terms for all brands.

3. Motivating distributor representative team to achieve the sales objectives.

4. Training and development of distributor sales and service force.

5. Ensure distributors provide required infrastructure & Investment as per requirements.

6. Finding ways to ensure efficiency of sales operations.

7. Analyzing data to find the most efficient sales methods & SKU wise growth.

8. Ensure Distributor Healthy ROI.  
  
***Responsibilities to Rural Market:***   
1. Create new business opportunity by giving Sub Distributor.   
2. Ensure smooth coverage and manual operation in rural market.   
3. Tracking SKU wise trade promotional campaign to retailer & Distributor also.   
4. Monitor & ensure SKU wise safety stock in distributor hand.   
5. Analyzing brand wise business growth & Opportunities in rural market.  
6. Regular market visit & ensuring POSM and Product Execution as per company guideline.  
7. Promote & developed newly lunched product & promotional campaign in rural market.   
8. Ensuring proper communicate regarding product knowledge at retailer and field force.

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| 1. **Territory Officer (June 3, 2014 - April 30, 2016) Akij Corporation Ltd.**  Company Location : Akij Chamber, 73,Dilkusha C/A Dhaka-1000  Department: Sales & Marketing Location: Chittagong   ***Responsibilities:***  1. Monitor daily sales activities by supervising a large sales team. 2. Monitor sales administration. 3. Build-up excellent trade relations with different business partners. 4. Implement corporate planning & policies in the field level. 5. Meet sales targets and prepare sales forecast. 6. Monitor Sub point sales & product availability.  7. Arrange retailer & Customer meet to share product knowledge and promotional program. |
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| **Award & Performances Appraisal:** |
| 1. I have been awarded as an Annual GSK Merit Award- 2016. 2. On the basis 2017 performance I have been promoted as a Senior Territory officer in GSK. 3. I have been awarded as a Star performer of GSK Q2-2018. 4. I have been awarded as a Star performer of Ctg. South Region Q1-2019-Airtel |

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| **Language & Computer Proficiency:** |
| 1. Ability to communicate effectively in both English and Bengali. 2. Complete knowledge on Microsoft Office (Word, PowerPoint & Excel) & online applications. |

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| **Personal Details :** |
| |  |  |  | | --- | --- | --- | | Father's Name | : | Late Md. Golam Mustafa | | Mother's Name | : | Monoara Begum | | Date of Birth | : | August 20, 1990 | | Gender | : | Male | | Marital Status | : | Married | | Nationality | : | Bangladeshi | | Religion | : | Islam | | Permanent Add. | : | Ramdhonimura, Muradnagar, Muradnagar, Comilla 3540 | | Current Location | : | Chittagong | |

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| **Reference (s):** | | | |
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|  |  | **Reference: 01** | **Reference: 02** | |
| Name | : | Abul Hasant Mohammad Ehsanul Alim | Md. Forhad Hossain | |
| Organization | : | Marico Bangladesh ltd. | Banglalink Digital Communications Ltd. | |
| Designation | : | Regional Sales Development Manager | Head of Channel Planning | |
| Phone | : | 01711081339 | 01962424309 | |
| E-Mail | : | [nadim.alim@gmail.com](mailto:nadim.alim@gmail.com) | [mfhossain@banglalinkgsm.com](mailto:mfhossain@banglalinkgsm.com) | |