|  |
| --- |
| **Career Summary:** |
| Marketing professional with over 10 years of experience specializing in PHARMACEUTICALS in domestic market. I know, how to achieve budget through implementing effective sales strategies, sales forecast, monitoring and analyzing. My greatest strength is to lead and manage a large sales team with effective and professional way. |

|  |  |  |  |
| --- | --- | --- | --- |
| |  | | --- | |  | |  |  | | --- | | **Resume of**  **MD.MONSURAZAM** | | **Address: Boishakhi, Ground floor, 12/13/ka**  **Road No. – 02, Shymoli, Dhaka. Mobile No 1: 01844095636, e-mail :** [**monsur.azam79@yahoo.com**](mailto:monsur.azam79@yahoo.com) |   **Career Objective:**  To obtain professional and financial heights, both for the organization and self, through skill and knowledge and learn from presents as well as establishment also. |

|  |  |  |
| --- | --- | --- |
| **Employment History:** | | |
| **Total Year of Experience :** 10.2 Year(s) | | |
| 1. | | **Executive, IP (as Regional Sales Manager) ( June 10, 2017 - Continuing)** | |
|  | **General Pharmaceuticals ltd**  Company Location: Dhaka, Bangladesh  Department: Marketing  **Duties/Responsibilities:**  1. Responsible for creating image and reputation of the company in Rajshahi, Chittagong, Comilla, Mymensingh and Dhaka Division by increasing activities in Medical college Hospital. 1. A. Monitoring the activities of all RSM & Zonal Manager of assigned location. 2. Responsible to communicate Products Information to Doctors with AM/FF in Medical College Hospitals for improving Rx at indoor & outdoor. 3. Formulate strategy to Create Demand of our Products in Medical College Hospitals. 4. Monitor and follow-up Institutional Promotion in Medical College Hospital in regular basis. 5. Conduct CME and scientific seminar. 6. Giving presentation in CME and Seminar and follow-up post effect of CME and provide feedback. | | | |
| 2. | | **Regional Executive ( December 18, 2009 - February 2, 2017)** | |
|  | **Radiant Pharmaceuticals Ltd (Pharmacil Ltd).** Company Location: DHAKA  Department: sales  **Duties/Responsibilities:**  Regional Executive Prepare monthly, quarterly & yearly sales target. Monitor and coordinate the activities of the Medical Promotion Officers. Maximize product-wise sales achievement. Monitor the activities of the competitors & set suitable sales strategies in the assigned Region. | | | |
| 3. | | **Medical Promotion Executive ( March 5, 2007 - September 30, 2009)** | |
|  | **Beximco Pharma**  Company Location: Dhanmondi, Dhaka.  Department: Sales  **Duties/Responsibilities:**  Selling Company's product through promotion of product to physician. | | | |

|  |
| --- |
| **Academic Qualification:** |
|  |
| |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Exam Title** | **Concentration/Major** | **Institute** | **Result** | **Pas.Year** | **Duration** | **Achievement** | | **MBA** | **Marketing** | **East West University** | **CGPA:2.9 out of 4** | **2015** | **2** | **B-** | | **BSS(Honors)** | **Political Science** | **University of Chittagong** | **Second Class** | **2004** | **3** | **-** | |
|  |

|  |
| --- |
| **Training Summary:** |
|  |
| |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Training Title** | **Topic** | **Institute** | **Country** | **Location** | **Year** | **Duration** | | **Regional sales Management** | **Leadership, Team Management ,**  **Time Management Conflict Management, IT related to Regional Sales Management.** | **RADIANT CENTER FOR PROFESSIONAL** | **BANGLADESH** | **UTTARA, DHAKA-1230** | **2016** | **7 Days** | | **SALES AND MARKETTING** | **PHARMACEUTICALS SALES** | **Radiant Pharma** | **BANGLADESH** | **DHAKA** | **2010** | **45 DAYS** | |

|  |
| --- |
| **Career and Application Information:** |
| |  |  |  | | --- | --- | --- | | Looking For | : | Mid Level Job | | Available For | : | Full Time | | Preferred Job Category | : | Marketing/Sales | | Preferred District | : | Anywhere in Bangladesh. | | Preferred Organization Types | : | Manufacturing (FMCG), Multinational Companies, Pharmaceuticals, Cosmetics/Toiletries/Personal Care | |

|  |
| --- |
| **Specialization:** |
| |  |  | | --- | --- | | **Fields of Specialization** | **Description** | | Business Development  Corporate Marketing  FMCG Sales & Marketing  Market Research  Pharmaceutical/Medical Marketing  Trading/Wholesale/Indenting  International/Export Marketing | * Strong background in marketing and business development. * Adept at accomplishing multiple tasks simultaneously, * Work well under pressure. * A motivated and self-directed team player, * Able to easily build rapport with team members and clients. * Acquire skill quickly * and successfully take on new challenges. | |

|  |
| --- |
| **Extra Curricular Activities:** |
| * Music, * Travelling. |

|  |
| --- |
| **Language Proficiency:** |
| |  |  |  |  | | --- | --- | --- | --- | | Language | Reading | Writing | Speaking | | BANGLA | High | High | High | | ENGLISH | High | High | High | |

|  |
| --- |
| **Personal Details :** |
| |  |  |  |  | | --- | --- | --- | --- | | Father's Name | : | RAMIZ UDDIN AHMED | | | Mother's Name | : | NUR NAHAR BEGUM | | | Date of Birth | : | June 30, 1979 | | | Gender | : | Male | | | Marital Status | : | Married | | | Nationality | : | Bangladeshi | | | National Id No. | : | 2693625889341 | | | Religion | : | Islam | | | Permanent Address | : | Vill. - West Hosen Ahammod para, ward - 40, Nort pothenga, P/O - Steel mill bazaar, P/S - Potenga, potenga , chittagong. | | |  |  | | |

|  |
| --- |
| Reference (s): |
| |  |  |  |  | | --- | --- | --- | --- | | Reference: 01 |  |  | Reference: 02 | | Name | : | ASHOK KUMAR BARMAN | MD. AHSAN KABIR | | Organization | : | PHARMACIL LIMITED ( Radiant Pharma) | RADIANT PHARMA | | Designation | : | Zonal Sales Manager | DSM (Head of Sales) | | Address | : |  | House#22/A, Road No. 2, Dhanmondi R/A, Dhaka. | | Phone (Off.) | : | N/A | 01711589761 | | Phone (Res.) | : | N/A |  | | Mobile | : | 01833120646 |  | |

Signature

MD. MONSUR AZAM