

Last Updated: **20 Dec 2023**

## ABDULLAH AL HARUN

📍 269 Enayet Bazar S A Tower(4th Floor), Kotwali, Chattogram

☎ 01720030150

✉ harunhrm@gmail.com



### Career Objective:

A strong believer in the power of marketing communication with achieved skills, knowledge and wide variety of experiences to strengthen company operation, business development and to make a significant contribution to the success of the company.

### Career Summary:

I have starting career with Abul Khair Group as Territory Sales Officer where I have closely learned sales & business strategy. I have played sales team leader role in different multinational & local company. Presently working with AKSID CORPORATION LTD. as Regional Sales Manager managing Chattogram Division Company Business operation.

### Special Qualification:

- ☐ Creativity and Problem solving
- ☐ Flexibility and adaptability
- ☐ Sales team train up & Motivation ability

### Employment History:

Total Year of Experience: 12.8 yrs

#### 1. Regional Sales Manager (2.1 yrs)

(1 Dec 2021 - Continuing)

AKSID Corporation Ltd.

Area of Expertise:

Sales & Marketing (1.3 yrs)

#### *Duties/Responsibilities:*

Responsible for leading Sales Team to obtain regional Sales target. BRTeam management. BRMarket analysis and intelligence. BRDealers & Retailers relationship maintain. BRBrand nurturing collaboration with stakeholders. BRArranging training programs for applicators. BROrganize exhibition, trade fair for brand promotion. BREnsure product redistribute dealers to retail outlet. BRBRCoach Team & lift from any complex situation. BRAchieve company revenue and profit target

with proper planning & execution. BR Selection & train up new sales team recruitment. BR Look after customer quarries & complaints handling, product promotion activities, council ling with client. And monitor different promotional company programs successful running.

## **2. Area Sales Manager (1.8 yrs)**

(1 Mar 2020 - 30 Nov 2021)

Jat Paints(Sri Lanka)

Area of Expertise:

Sales & Marketing (1.7 yrs)

### *Duties/Responsibilities:*

Leading Sales Team for Area Sales target. Team management. Market data analysis and intelligence. Dealers & Retailers relationship maintain. Brand nurturing collaboration with stakeholders. Arranging training programs for applicators. Organize exhibition, trade fair for brand promotion. Ensure product redistribute dealers to retail outlet. Achieve company revenue and profit target. Look after customer quarries, product promotion activities, council ling with client. Monitor different promotional company programs successful running.

## **3. EO(Sales Supervisor 4 Territory) (3.8 yrs)**

(2 May 2016 - 30 Jan 2020)

Asian Paints Bangladesh Ltd

Area of Expertise:

Sales & Marketing (3.7 yrs)

### *Duties/Responsibilities:*

Responsible for leading Sales Team to obtain Area Sales target Close monitoring of TSI/BDO & CCR daily activity Dealer & Retailer Relationship maintain Achieve company revenue and profit target with proper planning & execution Look after customer quarries & complaints handling, new product promotion, counseling client

## **4. Sr.Territory Sales Officer (2.9 yrs)**

(1 Jun 2013 - 28 Apr 2016)

Asian Paints (Bangladesh) Ltd.

Area of Expertise:

Sales & Marketing (2.8 yrs)

### *Duties/Responsibilities:*

Responsible for Territory Business  
Dealer Management  
Sales Team Management  
Retailer Management  
End-user Handel-ling

## **5. Territory Sales Officer (2.3 yrs)**

(1 Feb 2011 - 30 May 2013)

Territory Sales Officer

Area of Expertise:  
Sales & Marketing (2.3 yrs)

Duties/Responsibilities:

Responsible for Territory BusinessBRDistributor ManagementBRSales Team Management BRRetailer Management

Academic Qualification:

| Exam Title                                | Concentration/Major       | Institute                   | Result                       | Pas.Year | Duration  |
|---|---------------------------|-----------------------------|------------------------------|----------|-----------|
| Master of Business Administration (MBA)   | Human Resource Management | University of Chittagong    | CGPA:3.34 out of 4           | 2010     | 1.5 Years |
| Bachelor of Business Administration (BBA) | Management                | University of Chittagong    | CGPA:3.39 out of 4           | 2009     | 4 Years   |
| HSC                                       | Commerce                  | Dhaka College               | First Division, Marks :72.3% | 2002     | 2 Years   |
| SSC                                       | Commerce                  | Bangladesh Bank High School | First Division, Marks :64.2% | 2000     | 2 Years   |

Training Summary:

| Training Title         | Topic                       | Institute                   | Country    | Location           | Year | Duration |
|------------------------|-----------------------------|-----------------------------|------------|--------------------|------|----------|
| Be Your Own Super Hero | Strategic Sales             | Asian paints Banglasesh Ltd | Bangladesh | Demra Depot        | 2016 | 1 Month  |
| Sales Orientation      | Basics of Sales & Marketing | Abul Khair Group            | Bangladesh | D.T Road Pahartali | 2012 | 1 month  |

Career and Application Information:

Looking For : Top Level Job  
Available For : Full Time  
Preferred Job Category : Marketing/Sales

Specialization:

| Fields of Specialization  |
|---|
| <ul style="list-style-type: none"><li>Sales &amp; Marketing</li><li>Team management</li><li>Customer Relation</li><li>Dealar Management</li><li>Problem solving and decision making</li><li>Convincing Capability</li><li>Communication</li><li>Creativity and Innovation</li><li>Flexibility and Adaptability</li><li>Leadership</li></ul> |

Personal Details :

Father's Name : MD. MUSTAFA

Mother's Name : NAFISA KHANOM  
Date of Birth : 26 Oct 1984  
Gender : Male  
Marital Status : Married  
Nationality : Bangladeshi  
Religion : Islam  
Permanent Address : 474/2/A, East Goran, KhilgaonTSO, Khilgaon, Dhaka 1219  
Current Location : Chattogram  
Blood Group : O+

---