

Last Updated : **October 3, 2018**

ABDULLAH AL MAMUN

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Career Objective:

To make a sound position in the corporate world and work enthusiastically in teams to achieve the goal of the organization with devotion and hard work.

Career Summary:

Strong leadership skills able to prioritize, delegate tasks, and make sound decisions quickly while maintaining a focus on the bottom line.

Employment History:

Total Year of Experience : 4.4 Year(s)

1. **Senior Territory Officer (April 1, 2018 - Continuing)**

GlaxoSmithKline Bangladesh limited

Company Location : House-2A, Road-138, Gulshan-1, Dhaka-1212, Bangladesh

Department: Sales

Duties/Responsibilities:

1. Responsible for driving distribution.
2. Achieve secondary sales target.
3. Motivating distributor representative team to achieve the sales objectives.
4. Training and development of distributor sales and service force

2. **Territory Officer (May 2, 2016 - March 31, 2018)**

GlaxoSmithKline Bangladesh limited

Company Location : House-2A, Road-138, Gulshan-1, Dhaka-1212, Bangladesh

Department: Sales

Duties/Responsibilities:

1. Responsible for driving distribution.
2. Achieve secondary sales target.
3. Motivating distributor representative team to achieve the sales objectives.
4. Training and development of distributor sales and service force

3. **Territory Officer (June 3, 2014 - April 30, 2016)**

Akij Corporation Ltd.

Company Location : Akij Chamber, 73,Dilkusha C/A Dhaka-1000

Department: Sales & Marketing

Duties/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. Follow up depot/distributor"s logistics.
6. Meet sales targets and prepare sales forecast.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration	Achievement
MA in English	English	Shahjalal University of Science & Technology	CGPA:2.48 out of 4	2016	1 Year	Dream came true.
BA (Hon`s)	English	Shahjalal University of Science & Technology	CGPA:3.02 out of 4	2012	4 years	Got the chance to show my creativity in the real life.
HSC	Science	Kazi Noman Ahamed Degree college	CGPA:3.6 out of 5	2008	2 Years	Got the certification to be a University student.
SSC	Science	Muradnagar D. R. Govt. High School	CGPA:4 out of 5	2006	10 years	Cross the first step to come true my dreams.

Career and Application Information:

Looking For : Mid Level Job
Available For : Full Time
Expected Salary : Tk. 16,000
Preferred Job Category : Marketing/Sales, NGO/Development
Preferred District : Anywhere in Bangladesh.
Preferred Organization : Telecommunication, NGO, Food (Packaged)/Beverage, Direct
Types Selling/Marketing Service Company, Tobacco, Cement Industry, Paint

Specialization:

Fields of Specialization	Description
<ul style="list-style-type: none">• English (Language)• MS Word/ Excel/ PowerPoint/ OneNote• Online (web/ e-mail) Support• Sales & Marketing	<p>• Database Management Programme (From CSE Department of Shahjalal University of Science and Technology)</p> <p>• Introduction to computing application (From CSE Department of Shahjalal University of Science and Technology)</p>

Extra Curricular Activities:

• Sports (Cricket). • Actor (Drama Macbeth). • Member of Muradnagar university students association (Volunteers organization).

Language Proficiency:

Language	Reading	Writing	Speaking
Bangla	High	High	High
English	High	High	High
Hendi	Low	Low	Medium

Personal Details :

Father"s Name : Md. Golam Mustafa
Mother"s Name : Monoara Begum
Date of Birth : August 20, 1990
Gender : Male
Marital Status : Married
Nationality : Bangladeshi
Religion : Islam
Permanent Address : Ramdhonimura, Muradnadar 3540, Comilla
Current Location : Cumilla

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Abul Hasant Mohammad : Ehsanul Alim	Md. Forhad Hossain
Organization	: GSk Bangladesh Ltd.	Banglalink Digital Communications Ltd.
Designation	: Area Manager House # 2A, Road # 138.	Head of Regional Sales House no. 4, sw, Bir Uttam Mir
Address	: Gulshan # 1, Dhaka - 1212. Bangladesh	Shawkat Sharak, Gulshan-1, dhaka-1212
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Relation	: Professional	Professional
