

Last Updated : **August 14, 2018**

DEBASHIS ROY

Address: Holding no-186/C-1, West Kafrul, Dhaka-1207.
Home Phone: 01844050824
Mobile : 01722468144
email:dg.deba77@yahoo.com, dg.deba77@gmail.com



Career Objective:

To build a career as a responsible Leader working in a dynamic, challenging & executing environment with excellent career development prospect where hard work, strict discipline determine & creative problem solving are the cornerstones of success.

Career Summary:

Pepsico Bangladesh-Transcom Group (Jun 15, 2014 to May 10, 2015 as a Customer Executive) & Perfetti Van Melle Bd. Pvt. Ltd (May 13, 2015 to May 30, 2016 as a Distribution Sales officer) & Bashundhara Paper Mills Ltd. (Jun 05, 2016 to present as a Territory Sales Executive).

Special Qualification:

Efficient in Ms Office, Internet & Hardware Maintenance.

Employment History:

Total Year of Experience : 4.3 Year(s)

1. Territory Sales Executive (June 5, 2016 - Continuing)

Bashundhara Paper Mills Ltd.

Company Location : Bashundhara Industrial Headquarters-2, Plot-56/A, Block-C, Bashundhara R/A, Dhaka-1229, Bangladesh.

Department: Sales

Duties/Responsibilities:

1. Pay Market visit, retailers visit, dealer visit regularly to achieve sales target.
2. Select new distributor to expand market coverage or areas.
3. Monitor performance distributors & ensure their Stock controlling, credit controlling.
4. Build a strong relationship and keep in touch with the retailers.
5. Communicate with distributor & logistic teams to ensure product availability.
6. Prepared monthly sales report/ Competitors sales & activity report.
7. Feedback and market information time to time.

2. Distribution Sales Officer (May 13, 2015 - May 30, 2016)

Perfetti Van Melle Bd. Pvt. Ltd

Company Location : Silver tower (3rd Floor), 52 Gulshan-1, Dhaka-1212

Department: Sales

Duties/Responsibilities:

i) To manage the field force and sales administration of my zone ii) To lead the sales team of the zone for my and their achieving the sales target iii) To monitor the activity of Sr"s such as visit markets, distributors, outlets and zonal offices on regular basis iv) To evaluates the performance of Sr"s, Distributors and to take the necessary action on it v) To plan and ensure products markets coverage, merchandising through Sr"s distributors vi) Find out the market gaps (if any), sales opportunities and take appropriate measures and inform the same to the RSM including field personnel"s to avail the opportunities.

3. Customer Executive (June 15, 2014 - May 10, 2015)**Pepsico Bangladesh-Transcom Group**

Company Location : Gulshan Tower (4th floor), Plot# 31, Road# 53, Gulshan North C/A, Dhaka-1212, Bangladesh

Department: Marketing

Duties/Responsibilities:

i) To manage the field force and sales administration of my zone ii) To lead the sales team of the zone for my and their achieving the sales target iii) To monitor the activity of Sr"s such as visit markets, distributors, outlets and zonal offices on regular basis iv) To evaluates the performance of Sr"s, Distributors and to take the necessary action on it v) To plan and ensure products markets coverage, merchandising through Sr"s distributors vi) Find out the market gaps (if any), sales opportunities and take appropriate measures and inform the same to the RSM including field personnel"s to avail the opportunities.

Academic Qualification:

Exam Title	Concentration/Major	Institute	Result	Pas.Year	Duration
BBA	Marketing	National University	CGPA:2.79 out of 4	2009	4
HSC	Science	Ichamoty Degree College	CGPA:2.6 out of 5	2004	2 years
SSC	Science	Bhushirbondar High School	CGPA:3.63 out of 5	2002	2 years

Training Summary:

Training Title	Topic	Institute	Country	Location	Year	Duration
Modern Office Management & Computer Application		Department Of Youth Development	Bangladesh	Dinajpur	2009	120 days

Career and Application Information:

Looking For : Mid Level Job
 Available For : Full Time
 Present Salary : Tk. 34000
 Expected Salary : Tk. 20,000
 Preferred Job Category : Marketing/Sales
 Preferred District : Anywhere in Bangladesh.
 Preferred Country : China, Germany, India, Japan, United Kingdom, United States, Australia, Canada, Russia, Singapore
 Preferred Organization Types : Multinational Companies, Public Relation Companies, Market Research Firms, Manpower Recruitment, Direct Selling/Marketing Service Company, Tobacco, Mobile Accessories

Specialization:

Fields of Specialization

- Advertising & Promotion
- FMCG Sales & Marketing
- Public Relation

Language Proficiency:

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

Personal Details :

Father"s Name : RANJIT ROY
 Mother"s Name : KALPANA ROY
 Date of Birth : August 15, 1987
 Gender : Male
 Marital Status : Married
 Nationality : Bangladeshi
 Religion : Hindu
 Permanent Address : Vill: Sundarbon, Post: Ramdubi hat, P/S: Sador, Dist: Dinajpur
 Current Location : Dhaka

Reference (s):

	<u>Reference: 01</u>	<u>Reference: 02</u>
Name	: Md. Jasim Uddin	MD. SHAHEENUR RAHMAN
Organization	: Square Toiletries Ltd.	Bashundhara Paper Mills Ltd.
Designation	: Regional Sales Manager Rupayan Millennium Center, 11th Floor 72 1212, Bir Uttam	Deputy General Manager Bashundhara Paper Mills Ltd.
Address	: Rafiqul Islam Ave, Dhaka, Bangladesh	Bashundhara Industrial Headquaters-2, Pot-56/A, Block-C, Bashundhara R/A, Dhaka-1229
Phone (Off.)	:	
Phone (Res.)	:	
Mobile	: +8801709636249	+8801711645863
E-Mail	: jasim83.bg@gmail.com	shaheenur.rahman@bg.com.bd
Relation	: Professional	Professional