



Vanu Lal Das



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10/04, K M Brothers Villa, Jalalabad R/A, Sylhet, Bangladesh.



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Career Objective:

Intend to work in a well Reputed Company where strong sense of responsibility and commitment require, dignity of work provides job satisfaction and the place of work provides potential avenues for learning, smart & successful career.

Educational Qualification:

Masters of Business Studies (M.B.S):

Under National University

Madan Mohan College, Sylhet.

Subject: Management, Year- 2009.

Division: **Second Class**

Bachelor of Business Studies (B.B.S Honors):

Under National University

Madan Mohan College, Sylhet.

Subject: Management, Year- 2008,

Division: **Second Class**

Higher Secondary Certificate (H.S.C.):

Under Sylhet Board

Barlekha Degree College.

Group: Business Studies.

GPA- **2.90** Out of 5.00

Year- 2004.

Secondary School Certificate (S.S.C.):

Under Sylhet Board

Dakshinbhag N.C.M High School.

Group: Science.

GPA- **3.00** Out of 5.00

Year- 2002.

Key Qualities:

Ability to work under stress & pressure, Energetic, Good in team work, Responsibility taking and positive mental attitude.

Language Proficiency:

Able to communicate in both Bengali and English.

Computer Proficiency:

Having experience to work in Microsoft Word, Microsoft Excel, Microsoft Power Point Presentation, Structured Programming language (SPL), Structured Query language (SQL), G form and good command at internet.

Professional Experience:

Now I am working as Field operation Supervision & Community lead, Sylhet zone at **PATHAO LIMITED** under Rides Core Department.

About PATHAO Limited: - **Pathao** is the most trusted community fueled mode of transport in Bangladesh. From sharing rides making our commutes faster and cheaper to door-to-door.

Ω Career Summary with *British American Tobacco Bangladesh Ltd* Ω:

Worked with British American Tobacco Bangladesh Ltd. Since, 1st May 2012 to February 2018 in different Agencies, different position of Sales and trade Marketing. Such as –

- 1) Business Manager (BM)
- 2) Merchandising Coordinator (MC)
- 3) Regional ID Coordinator (NDSS, Sylhet Region),
- 4) Territory Sales Assistance (TSA), and
- 5) Sales Manager (Sylhet)

❖ Business Manager at M/S Sharif Store, Habiganj. (Distributor of BRITISH AMERICAN TOBACCO BANGLADESH Ltd) for a from 01st December 2017 to February 2018.

Duties and Key Responsibilities:

- ✓ Business plan development & implementation.
- ✓ Recruitment & turnover right field force, and All administrative work.
- ✓ Proper stock lifting & right SCR maintain.
- ✓ Working relation maintains with company for business progress, priority and development.

❖ Merchandising Coordinator at Interspeed Marketing Solution Ltd (Under BRITISH AMERICAN TOBACCO BANGLADESH LTD) for Sylhet & B.Barua area from 21 November 2015 to 06 June 2017.

Duties and Key Responsibilities:

- ✓ Recruitment and All administrative, PR and legal affairs relevant to merchandising including to merchandisers.
- ✓ Collate and forecast merchandising material requirement
- ✓ Compiling competition information and sending it to central office
- ✓ Continuous market visit and looking for merchandising opportunity & Follow up FF KPI.

❖ Regional ID Coordinator (Indirect Distribution Platform, Sylhet Region) at **Market Access Providers Ltd** (under BRITISH AMERICAN TOBACCO BANGLADESH LTD). From 1st Jun 2015 to 20 November 2015.

Area: Sylhet, Sunamgonj, Moulvibazar, Hobigonj, B.Barua, Bhairab, Norshindi, Kisoregonj, Mymensingh, Netrokuna, Sherpur, and Jamalpur zila.

Key Job responsibilities:

- ✓ Ensure full process compliance at regional level.
- ✓ Coordinate all regional activities of ID platform.
- ✓ Audit day to day activity of NDSS operations.

❖ **Territory Sales Assistant (TSA) at MAPL (under BRITISH AMERICAN TOBACCO BANGLADESH LTD)**

From 01st March 2014 to 31st May 2015.

Here was my Job KPI:

- ✓ I Operated two part of managerial function in the territory, (Partner Management and C&C Management.)
Such as: – Sales, Trade promotion, Partners consumer contract monitoring, Manage C&C, explore opportunities for additional sales, strengthen the emotional bonding with Partner and Cash & Carry. Also
- ✓ Forecasted consumers demand and works for achieving sales and trade target.
- ✓ Regular counseling and visited the retailers & consumers through promoting on our Product.

❖ **Sales Manager at Moula Boksh Karim Boksh Ltd. Sylhet District. (Distributor of BRITISH AMERICAN TOBACCO BANGLADESH LTD) From 1st May 2012 to 28 February 2014.**

Whither, I was.

- ✓ I put an end Advanced sales plan, Manpower Organized, Distribute, logistic maintenances etc.
- ✓ Ensure full process compliance at Distribution house.
- ✓ Supervised daily sales. & Monitoring and Controlling a large Sales Team.

Personal Details:

Name : **Vanu Lal Das**

Father's Name : Niranjon Chandra Das.

Mother's Name : Ranu Bala Das.

Permanent Address: Vill: Bartol, P.O: Sujanagor- 3252,
P.S. Barlekha, Dist. Moulvibazar.

Present Address: 10/04, K. M Brothers villa, Jalalabad R/A, Sylhet-3100.

Home District : Moulvibazar

Date of Birth : January 15, 1984.

Height : 5.5 1/2 fit.

Blood group : O+ ve

Nationality : Bangladeshi (By Birth).

Sex : Male

Religion : Shanaton (Hinduism)

Marital Status : Married

Reference:

Joydeep Choudhury

Brand Manager, Benson & Hedges (B&H)

Head office, Dhaka.

British American Tobacco Bangladesh Ltd

Cell: 01755 606937

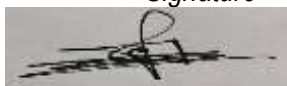
Adnan Khan

Senior Lead, Rides Core

Pathao Limited, Head Quarter, Gulshan -2, Dhaka.

Cell: 01670 232908

Signature



Vanu Lal Das