







Vanu Lal Das

 vanustar83@gmail.com

 +8801712 319 544

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

 linkedin.com/in/Vanu Lal Das

 Vanu Lal Das/facebook.com

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 and good command at internet.

Professional Experience:

Now I am working as FF 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