



PROFESSIONAL PROFILE

Ambitious, detail-oriented sales manager, specializing in the "FMCG" at "Modern Trade". Recognized as an influential thought leader who think outside the box and fosters cultures of collaboration.

- ❖ Proven track record of growing revenue, expanding customer bases and enhancing customer, satisfaction across the nations.
- ❖ 10+ years in sales management including 4+ years of managerial role in the modern trade. Having the capability to drive a sales team.
- ❖ Possess a diverse network of contacts in this trade, including key-decision makers of the organizations.

CONTACTS

PHONE:
+880 1717 757773

LINKEDIN:
www.linkedin.com/in/mazharul-islam-munna-b0948553

EMAIL:
muntown@gmail.com

Address:

Holding#88, 2nd Floor, Ward# 48,
Duttapara, Tongi,
Gazipur City Corporation, Dhaka,
Bangladesh.

Postal Code: 1712.

MAZHARUL ISLAM MUNNA

Experienced Sales Manager

PROFESSIONAL EXPERIENCE

Manager, E-commerce & Corporate Sales (Modern Trade) Angel Media Bangladesh Ltd.

1st May, 2021–Present

Joined this importer and distribution company to the manage the sales of their imported dry food items and drive their sales across the different channels of sales. Created sales plan in line with the objective and executed new strategies to optimize lead generation and improve the bottom line.

Key Responsibilities:

- Business development & sales monitoring.
- Dealing with new clients and creating new opportunities.
- Overall sales growth and team monitoring.

Manager, Operation & Sales (Distribution) Nexus Sales & Distribution

Distributor: Arla Foods Bangladesh Ltd. (Modern Trade)

1st January, 2017– 15th April, 2021

Served as "Operational Manager" for this organization. Provided leadership to a sales team of 11 people alongside with a operational team.

Key Responsibilities:

- Maintaining the daily delivery.
- Monitoring the warehouse management.
- Managing the accounts credit and recovery.

Accounts Executive ARC Distribution

Distributor: Unilever Bangladesh Ltd. (Modern Trade)

9th March, 2011– 31st December, 2016.

Joined here as a sales executive, working with a big sales team of modern trade. Participating in the company's growth.

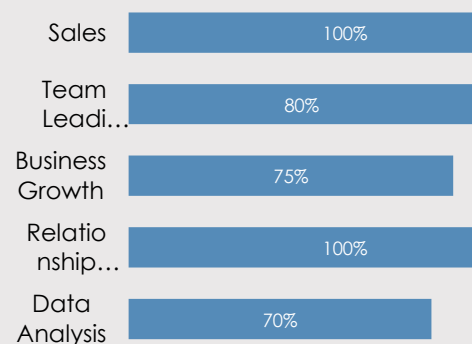
Key Achievements:

- Achieved consistently monthly target for 8 months.
- Promoted as a "Senior Sales Executive".
- Promoted than also as a "Senior Accounts Executive".

PROFESSIONAL INFORMATION

Father's Name: Md.Saiful Islam
Bhuiyan
Mother's Name: Moriyam Begum
Date of Birth: 29th September 1991
Nationality: Bangladeshi
Religion: Islam (Sunni)
NID: 595 700 7718
Height: 5'6"
Blood Group: O+

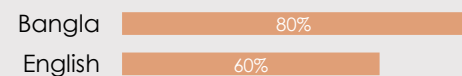
KEY SKILLS



BASIC STRENGTHS

Focused individual.
Result oriented.
Extremely committed to work.
Believes in-group efforts.
Excellent problem-solving skills.
Ability to work under pressure.

LANGUAGES



EDUCATION

Bachelor of Business Administration (BBA)

Bangladesh Open University
Session: 2018-2022
Semester: 6th Appearing

Higher Secondary School Certificate (HSC)

Shafiuddin Sarkar Academy and College
Session: 2006-2008
Department: Business Studies
GPA: 4.80 (5.00)

Secondary School Certificate (SSC)

Konabari M.A. Kuddus High School
Session: 2004-2005
Department: Science
GPA: 3.56 (5)

PROFESSIONAL COURSES & TRAININGS

- Professional "DATA Entry" course from "Digital IT".
- Attended 3 months long "Graphics Design" course at "UY Lab".
- Completed 3 months "Basic Computer" course.
- Attended a seminar on "Digital Marketing".
- Completed professional training on "Professional Email".
- Participating in a daylong training on "Leadership" by SAB.
- Participating in a daylong training on "Basics of English" by SAB.
- Attended a daylong workshop on "Merchandising & Customer behavior" by Unilever Bangladesh Ltd.

ADDITIONAL INFORMATION

Computer proficiency: Having vast knowledge regarding computer efficiency and also good user of new technology.

Voluntary Activities: Active member of local blood donation group and frequent blood donor.

Active member of "Sales Ambassador of Bangladesh (SAB)".
Active member of "SSC 06 & HSC 08 Students of Bangladesh".

