

Md. Rakibul Hasan

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Passport-size photo

CAREER OBJECTIVE

Sales and distribution professional with 5 years' experience across FMCG general trade in Dhaka and Chattogram, seeking an Assistant Manager role. Grew a 42-outlet territory by 31% in two years and led a distributor transition with no month-on-month sales drop.

PERSONAL DETAILS

Father's Name	Md. Abdul Hasan
Mother's Name	Mrs. Rahima Begum
Date of Birth	12 March 1996
Nationality	Bangladeshi (by birth)
Marital Status	Married
NID No.	1990 1234 567890
Present Address	House 42, Road 7, Block C, Mirpur, Dhaka-1216
Permanent Address	Village: Baliadanga, P.O.: Jhenaidah Sadar, Dist.: Jhenaidah

EDUCATIONAL QUALIFICATIONS

MBA — Major in Marketing (CGPA 3.62 out of 4.00) <i>Institute of Business Administration, University of Dhaka</i> 1st Class · Thesis on rural distribution reach for packaged foods in Khulna division	2019 – 2021
BBA — Major in Marketing (CGPA 3.48 out of 4.00) <i>University of Dhaka</i> 1st Class · Dean's merit list, 2016	2014 – 2018
HSC — Science (GPA 5.00 out of 5.00) <i>Notre Dame College, Dhaka — Dhaka Board</i>	2014
SSC — Science (GPA 5.00 out of 5.00) <i>Govt. Laboratory High School, Dhaka — Dhaka Board</i>	2012

EMPLOYMENT HISTORY

Senior Executive — Sales & Distribution <i>Padma Consumer Brands Ltd. — Dhaka</i> - Manage a 42-outlet general-trade territory in Mirpur and Pallabi; grew secondary sales 31% over two years - Led the transition to a new distributor across 3 routes with no month-on-month sales drop - Cut market return from 4.2% to 1.6% by reworking the SKU-wise order plan with the distributor - Train and review 6 SR/DSRs on route planning, the DMS app, and outlet-wise call compliance	Jan 2022 – Present
Executive — Sales <i>Shatabdi Distribution Ltd. — Chattogram</i> - Handled 5 routes in Agrabad and Halishahar; achieved 104% of annual target in FY2021 - Added 68 new outlets to the active buying list across two quarters - Prepared monthly territory reports in Excel for the Regional Sales Manager	Jul 2019 – Dec 2021

TRAINING & CERTIFICATIONS

- Certificate in Professional Selling — Bangladesh Institute of Management (BIM), 2023
- Advanced Excel for Business Reporting — bdjobs Training, 2022
- Distributor Management System (DMS) — in-house certification, 2022

COMPUTER SKILLS

MS Excel (pivot tables, VLOOKUP, dashboards), MS Word, MS PowerPoint
Distributor Management System (DMS), SAP SD module — basic exposure

LANGUAGE PROFICIENCY

Bangla — native (reading, writing, speaking)
English — fluent (IELTS 7.0, 2021)

REFERENCES

Name	Mr. Kamrul Islam
Designation	Regional Sales Manager, Padma Consumer Brands Ltd.
Contact	+880 1811-234567 · kamrul.islam@email.com
Relation	Immediate supervisor

I hereby declare that the information furnished above is true and complete to the best of my knowledge and belief.

Signature