.Ershad

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PERSONAL INFORMATION:

Date of Birth: 14-01-1980

Religion: Islam.

Marital Status: Married.

Height: 5”10”

Weight: 85 Kgs.

ACADEMIC INFORMATION:

M. Sc (Fisheries Group): 2nd Class-2000 Batch(Result in 2003)

 Govt M M College, Jessore.

 National University.

B. Sc (Hons in Zoology): 2nd Class-1999 Batch(Result in 2001)

 Govt M M College, Jessore.

 National University.

H.S.C (Science Group): 2nd Division- 1996

 Cantonment College, Jessore.

 Jessore Board.

S.S.C (Science Group): 1st Division- 1994

 B.A.F Shaheen School & College, Jessore.

 Jessore Board.

MANAGERIAL TRAINING:

I have actively participated and satisfactorily completed the training program on: “Development of Team building and Leadership Skills”. Held at: Orion House, 153/154, Tejgaon I/A, Dhaka, Bangladesh, From 6th June- 8th June 2006. Organized by “BRIDDHI”

JOB EXPERIENCE (Around 13 years in Pharmaceuticals Industry):

***Employment History:***

1. *Job designation: Medical Promotion Officer*

 *Company Name : Incepta Pharmaceuticals Ltd*

 *Duration & job timeline: ---------1st May 2003 to 30th June 2006*

*Job responsibilities:*

*Duties A:*

Responsible to achieve the target oriented sales of medical products like Tablet, Capsule, Injection and Cream Ointment through promotion to the medical professionals.

*Duties B:*

Maintain liaison with Doctor or Chemist for find out the new Business opportunities to increase the sales

*Duties C:*

Regular based doctor visit to increase prescription.

*Duties D:*

To build a strong relationship with customers (Doctors, Pharmacy, Hospital, Dentist).

*Duties E*:

 Coordinate with marketing team to gather market intelligence and database of prospect.

*Duties F:*

Gaining a clear understanding of customers need and requirements.

*Duties G:*

Maintain efficient communication with client and management*.*

1. *Job designation : Area Manager*

 *Company Name : Opsonin Pharmaceuticals Ltd*

 *Duration & job timeline:---------- 1st July 2006 to 30th December 2010*

*Job responsibilities:*

*Duties A:*

 *Supervise a team and act as coach for people development by demonstrating job criteria to fulfill area wise company’s prescription and sales target.*

*Duties B:*

Manage and direct a team of sales force to achieve sales and profit goals within a Area of a Region.

*Duties C:*

Evaluate and implement appropriate new sales techniques to increase the Area’s sales volume.

*Duties D:*

Design and recommend sales programs and sets short- and long-term sales strategies.

*Duties E:*

Create awareness and demand of products through promotional activities to the doctors.

*Duties F:*

Conduct training and seminars for clients and sales team.

*Duties G:*

 *Monitor area wise product distribution for Products availability.*

1. *Job designation: Regional Sales Manager*

 *Company Name: Orion Pharmaceuticals Ltd (ORION GROUP)*

 *Duration & job timeline:-------- 1st january 2011 to 30th December 2013*

*Job responsibilities:*

*Duties A:*

Monitor and direct multiple team of sales force to achieve sales and profit goals within a region

*Duties B:*

Responsible for execution of plan, conceptualizing and implementing competitive strategies

*Duties C:*

Responsible for developing and expanding share towards the achievement of revenue and profitability targets

Duties D:

Design and recommend sales programs and sets short- and long-term sales strategies

*Duties E*

Manage multiple districts within a region and adjusts sales goals and procedures as appropriate for each district

*Duties F:*

Achieve targets as designated using intelligence to prepare a central operating plan, conducting tactical ensuring strong brand presences

*Duties G:*

Evaluate and implement appropriate new sales techniques to increase the regional sales volume

*Duties H:*

Create awareness of products, conduct training and seminars for clients and sales team. Monitor distribution network within the Region. Over all report to top management on regular basis.

1. *Job designation: Country Manager*

 *Company Name: Galderma.Bd*

 *Duration & Job timeline:------1st January 2014- 30th September 2015*

*Job Responsibilities:*

*Duties A:*

 *Responsible for overall Marketing Strategies Planner & Execution Authority of the company*

*Duties B:*

 *Responsible for Import Planning according to Sales Team requirement & Sales Team monitoring*

*Duties C:*

*Maintain effective bridge among distribution, indoor marketing team & sales team to evaluate monthly performance of the respective department for the accomplishment of company goal*

*Duties D:*

*Forecast & execute marketing & Sales plan for the short term as well as long term objective achievement of the company*

*Duties E:*

 *Pla*nning and execution of Sales strategy considering current market trend.

*Duties F:*

Administer field sales force of assigned sales division in a proper manner which ensures individual growth and target achievement.

*Duties G:*

Continuous work to form team & coordinate them.

1. *Job designation: General Manager (Sales & Marketing)*

 *Company Name: Trust Pharmaceuticals (Unani Medicine) Ltd.*

 *Duration & Job timeline:------1st November 2015 – Continuing till today*

*Job Responsibilities:*

 *Duties A:*

 *Responsible for overall Marketing Strategies Planner & Execution Authority of the company*

*Duties B:*

 *Responsible for Product Manufacturing Planning according to Sales Team requirement.*

*Duties C:*

*Maintain effective bridge among distribution, indoor marketing team & sales team to evaluate monthly performance of the respective department for the accomplishment of company goal*

*Duties D:*

*Forecast & execute marketing & Sales plan for the short term as well as long term objective achievement of the company*

*Duties E:*

 *Pla*nning and execution of Sales strategy considering current market trend.

*Duties F:*

Administer field sales force of assigned sales division in a proper manner which ensures individual growth and target achievement.

*Duties G:*

Continuous work to form team & coordinate them.