



## SYED ANWAR SADAT SHAMIM

### Sales Manager

Sales Manager with a solid reputation for achieving Sales growth objectives by providing strategic direction, diverse perspectives, and positive leadership. Proven operations strategist with a track record in leading complex improvement initiatives and applying solid technical and analytical abilities.

## CONTACTS

Contact No: +971568923470  
Current Location: UAE  
Email: shamimraj1001@yahoo.com  
Date of Birth: 31-01-1979  
Age: 44yrs  
Gender: Male  
Nationality: Bangladeshi

## EDUCATION

- Bachelors of Science (BSc)  
(Physics-4yr integrated)  
University of Rajshahi /  
Bangladesh  
3rd ranked university in  
Bangladesh and reputed  
internationally.

## CAREER SUMMARY

Dedicated manager with extensive sales experience. Developed leadership and communication skills throughout a 17- year career. Prioritize building relationships with clients and successfully encourage all sales team members to take this approach. Ready to utilize analysis capabilities to improve efficiency and profits, as well as identify areas that can be improved. Organized and capable of managing multiple accounts simultaneously.

## WORK EXPERIENCE

### Sales Manager

01/2022 – 06/2023

AN Agro Ltd. Uttara, Dhaka-1230.

New Company, Importer and supplier of veterinary premix and vitamin supplement.

Responsibilities:

- > Achieve growth and hit sales targets by successfully managing the sales team
- > Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- > Own recruiting, objectives setting, coaching and performance monitoring of sales representatives , area managers and regional managers.
- > Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- > Present sales, revenue and expenses reports and realistic forecasts to the management team

### Department Head /Production Manager

10/2018 – 06/2020

Britania Garment Packaging/ Tag Bangladesh Ltd

Export Oriented Garments Accessories Industry.

Department: Offset Post Press and Heat Transfer Label( Screen Print)

### Executive Officer

03/2013 – 06/2017

Clarion Printers & Accessories, Dhaka Bangladesh

An export oriented garments accessories manufacturer & supplier.

Main Client- Palmal Group, Renaissance group, Pandora fashion, and main Buyer-TEMA, Tweet River, Debenhams etc

Responsibilities: Marketing & Sales, Business operation

### Divisional Manager

10/20012– 03/2013

Sonear Laboratories Ltd.

Pharmaceuticals industry, Dhaka Bangladesh

### Manager (Marketing and Sales)

06/2011 - 07/2012

SAINT GOBAIN (Bangladesh) - A multinational Glass industry operated by-SILVER BOW & GOLDEN ARROW LTD. Address: 41/1, Niketon, Block-A,3rd Floor, Dhaka.

### Territory Manager/ Sr. MIO

10/2007 – 06/2011

Novartis (Bangladesh) Limited. A multinational company Global leader of Pharmaceuticals product, House no-50, Road no2A, Dhanmondi R/A, Dhaka.

## COURSES/TRAINING

- NCE (Novartis calls excellency)  
Training from Novartis Bangladesh Ltd.
- Training on sales and Market Development - Novartis Bangladesh Ltd.
- Product Detailing from ORION Pharmaceuticals Ltd.
- Sales and CRM Over View - from COURSERA (Enrolling)
- Diploma in international Marketing Management- UNIATHENA (Enrolling)
- Diploma in Retail Sales - UNIATHENA (Enrolling)
- Basic Computer and Social Media

## SKILLS

- Strategic planning
- Budgeting and forecasting
- Project scheduling
- Lean Startup Thinking
- ERP Software
- Sales Management
- Meeting moderation

## LANGUAGES

- English
- Bangla
- Hindi

## PERSONAL INFORMATION

- Father's Name: Syed Mortuza Ali
- Mother's Name: Most. Serina Khatun
- Permanent Address: 223, Kadirgonj Darikharbona, Boalia Model, Rajshahi.
- Post code: 6202.
- NID No: 733 587 4323
- Religion: Islam
- Marital Status: Married

Sr. Medical Promotion Officer

05/2004-09/2007

**Orion Pharmaceuticals Ltd.** Dhaka. Bangladesh

Orion Group is one of the largest company in Bangladesh and during my job Orion Pharmaceuticals Ltd. was one of the top 12 company.

### SIGNIFICANT ACHIEVEMENT

- ♣ Received performance award in 2009 for Highest Sales performance (position- 5th) form Novartis Bangladesh Ltd. also received Foreign Tour.
- ♣ Achieved highest market share for Sandocal D (Calcium+ Vitamin D3) and Azyth (Azythromycine) of Novartis Bangladesh Ltd. in assigned territory/area in 2008,2009,2010. It was the market leader.
- ♣ Achieved highest market share of the following products- Vartex (ceftriaxone), Truso (Cefixime), Procap (Omeprazole), U4 (Flupentixol+ Malitracine), Losan( Losartan Potacium) of Orion Pharmaceuticals Ltd in my assign Territory in 2004, 2005, 2006.
- ♣ Revenue targets are achieved continuously as desired (from 2005 to 2010 in Novartis Bangladesh Ltd. and Orion Pharmaceuticals Ltd.).
- ♣ Achieved 3rd highest product Share (Prescription share) continuously according to monthly 4P survey and internal survey report 2005-2006, in assigned territory where as my Company (Orion Pharmaceuticals Ltd stands on 12th position nationally in 2005and 11th in 2006.
- ♣ Rewarded as best medical detailer for several times during detailing competition on Job.



Signature