

## CURRICULAM VITAE OF

### JONY CHANDRA DAS

Foyсал Villa, Natirabad R/A, Habiganj 3300, Habiganj Sadar.



#### Contacts

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#### Education Qualification

B.B.A (Marketing)

Leading University  
2008-2009.



#### Reference1

**Rudra Dey**

AVP & Senior Manager

LC Issuance (Back to Back)

The City Bank Ltd.

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#### PROFILE:

Successfully completed Zonal Officer at [Berger Paints Bangladesh Ltd.](#) At present prolifically working as a senior sales officer at ELITE PAINT & CHEMICAL INDUSTRIES LTD.

#### EXPERIENCE-

1. **SENIOR SALES OFFICER**  
[Elite Paint & Chemical Industries Ltd.](#)  
2<sup>nd</sup> April, 2016 – Present.
2. **Zonal Officer, Sylhet Zone**  
[Berger Paints Bangladesh Ltd.](#)  
14<sup>th</sup> March, 2013 – 28<sup>th</sup> March, 2015

#### DUTIES & RESPONSIBILITIES-

- Achieve both Monthly and yearly sales target.
- Retain old dealer.
- Acquire new customer.
- Efficiently manage dealers and territory to maximize sales.
- Analysis competitor's information on pricing and promotional activities.
- Organize meeting with dealer or painters.
- Continuous feedback on product quality and service-related issues.
- Carry out public relations activities with registered dealer and painter and other activities assigned by management.

#### PROFESSION SKILLS-

- Proven track record of efficiency in inventory.
- Experience of processing sales enquires to a successful conclusion.
- Commercial and operational minded.
- Knowledge of working with brands and their guidelines.
- Responding to and solving customers complaints.
- Ability to increase profitability through excellent service and the effective management of retail space.
- Good organizational skills and ability to be proactive and take initiative.
- Ability to communicate effectively both orally and written with sales force and customer.
- Ability to build rapport with sales team, clients and suppliers