



MD. TALAT MAHMUD

PHARMACEUTICAL SALES PROFESSIONAL | 19+ YEARS
EXPERIENCE



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Mymensingh, Bangladesh

CURRICULUM VITAE

Professional Category | Pharmaceutical Sales & Territory Management

PROFESSIONAL SUMMARY

A highly accomplished pharmaceutical sales professional with over 19 years of progressive experience at Incepta Pharmaceuticals Ltd., one of Bangladesh's leading pharmaceutical companies. Demonstrated expertise in territory management, client relationship development, and pharmaceutical sales strategy. Advanced from Medical Promotion Officer to Regional Manager, consistently exceeding sales targets and building enduring relationships with healthcare professionals.

PERSONAL INFORMATION

Full Name	: Md. Talat Mahmud	Father's Name	: Tazirul Islam
Date of Birth	: November 5, 1976	Mother's Name	: Jahanara Islam
Gender	: Male	Present Address	: 9 Saheb Ali Road, Notun Bazar, Mymensingh - 2200
Nationality	: Bangladeshi	Permanent Address	: Shahid Titumir Sarok, Kalibari, Thakurgaon - 5100
Religion	: Islam	Languages	: Bengali (Native), English (Intermediate)
Marital Status	: Married		

PROFESSIONAL WORK EXPERIENCE

Assistant Sales Manager

Incepta Pharmaceuticals Ltd. | January 2022 – June 2025

- Supervised and mentored a team of Medical Promotion Officers (MPOs) across assigned territories.
- Developed and executed regional sales strategies to meet or exceed quarterly and annual revenue targets.
- Coordinated with marketing and product management departments to align promotional activities with sales goals.
- Built and maintained strong relationships with key opinion leaders, physicians, hospitals, and pharmacies.
- Analyzed sales data and market trends to identify growth opportunities and competitive threats.
- Prepared detailed sales reports and presented performance reviews to senior management.

Regional Manager

Incepta Pharmaceuticals Ltd. | 2018 – 2021

- Led pharmaceutical sales operations across a defined geographic region comprising multiple districts.
- Managed, trained, and evaluated a team of senior area managers and area managers.
- Drove consistent sales growth through strategic planning and field execution.
- Conducted market research and competitor analysis to fine-tune product positioning.
- Spearheaded key account management for high-volume hospitals and institutional buyers.

Senior Area Manager

Incepta Pharmaceuticals Ltd. | 2013 – 2018

- Managed and supervised area-level pharmaceutical sales teams ensuring consistent coverage and detailing.
- Designed area-specific sales plans aligned with regional and national business objectives.
- Mentored junior MPOs and Area Managers, improving team productivity and morale.
- Strengthened relationships with influential physicians, chemists, and healthcare institutions.

Area Manager

Incepta Pharmaceuticals Ltd. | 2010 – 2012

- Managed sales activities for an assigned territory, overseeing team performance and field coverage.
- Provided on-ground support and guidance to MPOs in executing product promotions.
- Achieved area sales targets through consistent follow-up and client engagement.

Medical Promotion Officer (MPO) & Senior MPO

Incepta Pharmaceuticals Ltd. | 2006 – 2009

- Promoted pharmaceutical products to physicians, specialists, and healthcare professionals.
- Built productive relationships with doctors and pharmacies to increase prescription rates.
- Maintained detailed records of client visits, sample distribution, and market intelligence.
- Consistently ranked among top-performing MPOs for territory sales achievement.

EDUCATIONAL QUALIFICATIONS

Degree / Examination	Institution / Board	Result / Division	Year
Bachelor of Commerce (Pass)	National University, Bangladesh	2nd Division	1997
Higher Secondary Certificate – Science	Rajshahi Board	2nd Division	1995
Secondary School Certificate – Science	Rajshahi Board	1st Division	1993

CORE COMPETENCIES & SKILLS

Pharmaceutical Sales Strategy	Territory Management	Client Relationship Mgmt.	Team Leadership & Mentoring
Sales Reporting & Data Entry	Market Analysis & Research	Key Account Management	Communication & Adaptability

DECLARATION

I hereby declare that all information provided in this curriculum vitae is true, accurate, and complete to the best of my knowledge. I understand that any misrepresentation may result in disqualification from consideration.

Date: _____

Signature: _____ 