

RESUME OF A.K.DAS

CONTACT CELL +8801764198626

Email: shetasengupta21@gmail.com



-----PERSONAL DETAILS-----

Father's Name : Late DhirendraLal Das
Mother's Name : Puspa Rani Das
Present Address : 9/E, 4th Floor, Main Road, South
Banasree, Dhaka-1219
Permanent Address : Roy Villa, 23, Dewanjee Pukur Par
Rahamatgonj, Anderkilla,
P.S: Kotowali, Dist: Chittagong.
Date of Birth : 20 February, 1964
Age of (05-11-2024) : 61 Years
Nationality : Bangladeshi By Birth
Religion : Hindu
Marital Status : Married
Blood Group : A+
Height : 5'5",
Weight : 65kg+
National Id Number : 6869570561

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BASIC ACADEMIC QUALIFICATIONS:

Degree's	Board/University	Division	Passing Year
M.SS (Social Science)	Chittagong University	2nd Class	1989
B.Com (pass)	Chittagong University	3rd Division	1983
H.S.C (Commerce)	Comilla Board	2nd Division	1981
S.S.C (Commerce)	Comilla Board	2nd Division	1979

PROFICIENT IN USING COMPUTER PACKAGE - MICRO-SOFT 2009, MS OFFICE WORD, MS OFFICE EXCEL, MS OFFICEOUTLOOK, POPWER POINT, INTERNET- EMAIL ETC.

PROFESSIONAL EXPERIENCE (S) YEAR: 32 YEARS+IN VARIOUS COMPANIES (1985 TO 2025)

JIBAN BIMA CORPORATION (JBC)

(7TH SEPTEMBER 1985 TO 28TH DECEMBER 1988)

✓ AGENT & PROMOTED TO

✓ DEVELOPMENT OFFICER (DO)

3 Years

NATIONAL LIFE INSURANCE CO. LTD

(31st DECEMBER 1988 TO 10th JUNE 1994)

✓ Agency manager (AM) & promoted to

✓ Regional manager (RM)

✓ Divisional manager (SDM) &

✓ Zonal manager (ZM)

(Development chief in greater Dhaka division)



SANDHANI LIFE INSURANCE CO. LTD.

- ✓ Vice President (VP) & Promoted to
- ✓ Senior Vice President (SVP)
- ✓ Joint Executive Vice President (JEVP)
- ✓ Executive Vice President (EVP)
- ✓ Deputy Executive Director (DED)
- ✓ Executive Director (ED) and Deputy Managing Director (DMD)- Head of Development. **21 Years**

NRB GLOBAL LIFE INSURANCE CO. LTD

- ✓ Managing Director/ Chief Executive Officer (From April 2015 to February 2017) **2 Years**

HOMELAND LIFE INSURANCE CO. LTD

- ✓ Managing Director (C.C) (From 4th November 2023 to 30th September 2024)
- ✓ Adviser Showpona Khutir Co-Operative Com. Ltd. (From 2020 to till now)
- ✓ Adviser Shurjer Alo Karmajibi Shamabai Shomiti Ltd. (From 2021 to till now)

ATTAND WORKSHOP/SEMINAR & TRAINING (ABROAD):

- ❖ Participating in training on insurance-2003" in India.
- ❖ Attending various seminar & workshop on insurance -2012" in Malaysia.
- ❖ Attending various workshop & seminar on insurance-2012 in Singapore.



ATTEND WORKSHOP/SEMINAR & TRAINING (HOME):

- ❖ participating in various seminar 7 workshop on life insurance" in national life insurance company limited
- ❖ participating in various training on life insurance recruitment" in national life insurance company limited
- ❖ Participating in various training on life insurance business development" in national life insurance company limited.
- ❖ Participating in various training on life insurance p[policy services" in national life, insurance company limited.

AWARDED FOR GOOD PERFORMANCE:

- ❖ Awarded by national life insurance company limited for business development & costing control advice for growth interest of nil's.
- ❖ Awarded Letter & Crest with financial rewarded for Good Business Performance from SLI's.

LECTURER CAREER:

Guest lecturer - panel lecture and examine of training institute of sandman life insurance company limited.

LANGUAGE'S PROFICIENCY:

Language's	Read	Write	Speak
Bengali	Fluent	Fluent	Fluent
English	Good	Good	Fair

Basic Profession: Financial risk management practices (life insurance & etc).



OBJECTIVE

RELATIONSHIP WITH MANAGEMENT, MARKET EXPANSION AND STRATEGIC SALES PLANING

Dedicated to lead the organization to its Mission & Visions by utilizing own quick learning ability along with analytical and problem solving skills dynamic entrepreneurial sales management strategist with a 32+ year record of achievement and demonstrated success driving sales growth while providing award winning sales leadership in highly competitive market. Adopt a driving growth of company revenues and improving sales-team performances. Exceptional mentor and coach tenacious in building new business, securing customer loyalty and forging strong relationship with business partner.

Core competencies includes

- ❖ Sales Administration Policies
- ❖ Strategic Market Positioning
- ❖ Key Client Retention
- ❖ Solution Selling Strategies
- ❖ Territory Growth/Development Organizational Leadership
- ❖ Team Building & Product Development
- ❖ High-Impacts Sales Presentation

Professional Reference (s):

1. **Mr. Zamal Uddin ,**
Chairman Homeland Life Insurance Company Ltd .
Phone: 01726146886

2. **B.M Yousuf Ali**
M.D. Popular Life Insurance Company Ltd.
Phone: 017130-66053

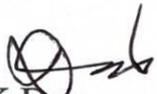


In view of all the facts & circumstances aforesaid, it may be eventually claimed that the undersigned is well equipped and mentally prepared to take-up the challenges of similar or marketing related controlling tasks or etc. as a career since had practically dealt with pros and cons of similar organization several companies, during his long service where a large number of Development Officer worked the undersigned supervision. It is therefore, hoped that having all the necessary qualifications and experiences to fulfill your criteria for your expected position as Managing Director (MD) the undersigned prays as follows.

Under the facts and circumstances, it is sincerely hoped that you would be kind enough to consider the candidature of the undersigned with sympathy for which act of your kindness he will spare no pains to satisfy your good-self and your esteemed organization by fulfilling the cherished expectation of millennium rendering meaningfully efficient services.

Submitted with regards and thanking you in anticipation.

Respectfully yours



AK Das

Cell: +88 01764-198626

Dated: 01/06/2025

[If I am employed, I shall perform such activities professionally with my professionalism]