**Resume of Md. Kamal Hossain**

Mailing Address: Sales Manage, Globe Biscuits & Dairy Milk Ltd.

75, S.S Khaled Road, Askardighir Par, Kazir Dewri, Chattogram.

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***Objective***

I want to build and develop my career. Based on my many years in Sales, marketing, Management & customer service, I believe that I have the necessary, expertise & qualification to fulfill this role. I am both proficient & competent in my skill & knowledge.

***Professional Summery***

* As a Sales Executive National Beverage Industries Ltd. 13/1 Topkhana Road, (3rd Floor), Segun Bagicha Dhaka Bangladesh from 10th March 2000 to 5th December 2002.
* As a Sales Executive Kallol Distribution Ltd. 272,Tejgaon Industrial Area Dhaka, Bangladesh from 2nd February 2002 to 10th January 2007.
* As a Franchise Manager Warid Telecom International Ltd. Rupsha Franchises 97,Khanjahan Ali Road, Khulna from 1st May 2007 to 1st June 2009.
* As a Sales Manager Hoque and Company Ltd, Hoque and Company (Drycell) Ltd. 161-162,Tongi Industrial Area, Gazipur-1710, Bangladesh. From 2nd Feb 2010 to 28th Feb 2011.
* As a Deputy Sales Manager Globe Biscuits and Dairy Milk Ltd. House #3/KA (New), Level-4, Tejgoan I/A, Dhaka-1208, from 1st March 2011 to 31st December 2017.
* Now I have been working as a Sales Manager Globe Biscuits & Dairy Milk Ltd. House #3/KA (New), Level-4, Tejgoan I/A, Dhaka-1208, from 1st January 2018 to till now.

***Educational Qualifications.***

**M.A. 1999** : National University

Bangladesh

2nd Class

**B.A. 1997** : National University

Bangladesh

2nd Class

**H.S.C (Hum.) 1995** : Govt. B.L College.

Board: Jossore, Bangladesh.

2nd Division.

**S.S.C (Science) 1991**: Damoder M.M High School.

Board : Jessore, Bangladesh.

1st Devision

***Employment History:***

Company Name & Address:

Globe Biscuits and Dairy Milk Ltd. House #3/KA (New), Level 4, Tejgaon I/A, Dhaka-1208.

Post: Sales Manager

Duration: Form January 2019 to Continue

***Duties/Responsibilities***

* This is target-oriented position, have to manage proactive sales to ensure sales target are achieved within planned time frame.
* Monitoring our team performance and motivating them to reach targets.
* Develop sales plan and strategy to increase share and achieve monthly/quarterly/yearly sales target.
* Forecast monthly/quarterly/yearly sales revenue in regional level.
* Work Closely with Deputy Sales Manager to monitor progress, motivate team and solve problems in market.
* Ensure coverage of product availability on every corner of assigned region through development of new distribution and manage existing distribution.
* Proven track record of strong team leadership and large-scale team management.
* Must have analytical and problem-solving skills.
* To maintain proper documentation & ensure all types of report as required.
* Recruiting and training sales staff.
* Collecting customer feedback and customer research.
* Reporting to General Manager (Sales & Marketing).

***Company Name & Address:***

Globe Biscuitss and Dairy Milk Ltd. House #3/KA (New), Level 4, Tejgaon I/A, Dhaka-1208.

Post: Deputy Sales Manager

Duration: Form March 1st 2011 to December 31st 2018.

***Duties/Responsibilities***

* This is target-oriented position, have to manage proactive sales to ensure sales target are achieved within planned time frame.
* Monitoring our team performance and motivating them to reach targets.
* Develop sales plan and strategy to increase share and achieve monthly/quarterly/yearly sales target.
* Forecast monthly/quarterly/yearly sales revenue in regional level.
* Work Closely with Regional Sales Manager to monitor progress, motivate team and solve problems in market.
* Ensure coverage of product availability on every corner of assigned region through development of new distribution and manage existing distribution.
* Proven track record of strong team leadership and large-scale team management.
* Must have analytical and problem-solving skills.
* To maintain proper documentation & ensure all types of report as required.
* Recruiting and training sales staff.
* Collecting customer feedback and customer research.
* Reporting to Deputy General Manager (Sales & Marketing).

***Computer Skills:***

MS Office (MS Word, Excel, Access, Power Point), E-mail and Internet.

***Languages:***

**Language Speak Read Write**

Bengali Excellent Excellent Excellent

English Excellent Excellent Excellent

***Hobby***

Music, Travelling, Reading.

***Personal Information:***

Name : Md. Kamal Hossain

Father’s Name : Late Md. Ibrahim Hossain

Mother’s Name : Mrs. Afroza Begum

Date of Birth : December 6, 1976.

Gender : Male

Marital Status : Married

Passport Number : BN0101321

National ID No : 8651513759

Nationality : Bangladeshi by Birth

Permanent Address : 32, B.K Ray Road, Dail Mill Moor, Shonadanga, Khulna.

**Md. Kamal Hossain**