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**Md Akkas Hossain**

**Address:** 18/10 Mirpur-11, Pallabi, Dhaka- 1216

**Contact No:** +8801966465198 / +8801614044224

**Email: akkashossain019@gmail.com**

**Linkedin**: [www.linkedin.com/in/](http://www.linkedin.com/in/chistymahmud/)mdakkas

## Career Objectives:

To serve in a reputed organization and successfully apply acquired knowledge, managerial and interpersonal skills to enhance organizations efficiency and productivity.

## Education:

**Masters of Business Administration (MBA) - 2015**

**Major:** Marketing, **CGPA:** 3.03 in the scale of 4.00

## Mirpur College, Dhaka Under National University.

**Bachelor of Business Administration (BBA) - 2014**

**Major:** Marketing, **CGPA:** 2.79 in the scale of 4.00

## Mirpur College, Dhaka Under National University.

**Higher Secondary Certificate (HSC) – 2010**

**GPA:** 2.60 in the scale of 5.00 (Business Studies)

## Patarhat RC College, Mehendigong, Barishal

**Secondary School Certificate (SSC) – 2008**

**GPA:** 3.38 in the scale of 5.00 (Business Studies)

**Patarhat Jubilee Institution, Mehendigong, Barishal**

## Experiences:

Playing role as a **CDO (Channel Development Officer)** at **Robi Axiata Ltd.** (July, 2019- Present)

# Job Responsibilities:

\*Prepare and implement territory distribution plan;

\*Supervise day to day activities of distributors’ workforce; monitor the activities of trade marketing field force and provide required guidance;

\*Evaluate distributors field force performance, Return on Investment (ROI) and provide necessary guidance to improve distributor’s overall performance;

\*Check the Retail Sales Officer’s (RSO) sales activities as well as visibility of Point of Sales Materials

\*Ensure trade awareness about products, service and business opportunities; gather market information and competitors' activities;

\*Create new retailer and ensure their involvement to increase new acquisition under low utilization sites.

\*Ensure timely collection of all documents form retailers and submit required documents to the assigned point of contacts within the deadline.

Worked as a **Territory Officer** at **DBN Ltd.** (June, 2017 - June, 2019)

# Job Responsibilities:

Overseeing sales and distribution, trade marketing of the assigned area and managing the Field Force including Sales Representative, Brand Promoter. Had to work on the expansion of the market and analyzing the acquisition putting focus on the quality as well as the quantity.

Worked as an **Executive at Bengal Group (Prisma Digital Ltd.)** (May, 2016 - April, 2017)

**Skills**

**Languages:** Fluent in Bengali and English languages

**Computing Skills:** MS office, G Suite

**Interpersonal Skills:** Experiences of organizing events, team building, managing and leading people

**Entrepreneurship:** Have experiences of operating a business venture

## Extra-Curricular Activities:

Program-Planning: Organizing different cultural program’s in Mirpur University College premises as a member of “KALER UCHCHARON” a cultural organization working under Mirpur College Campus.

Worked as a performer in the college cultural team for the TV show “EBONG CLASSER BAIRE” under the supervision the channel “BANGLA VISION”.

Presenting different Recitation Programs in different Stage inside and outside the college campus.

## Personal Infromation:

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| --- | --- | --- | --- | --- |
| Full Name | Md. Akkas Hossain |  | Date Of Birth | 08/09/1992 |

|  |  |
| --- | --- |
| Sex | Male |

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| --- | --- | --- | --- | --- |
| Present  Address | House: 18, Road: 10, Block: E, Mirpur-11, Pallabi, Dhaka-1216 |  | Permanent Address | Village : Deshkhagkata Post : Chandpur  P.S : Mahandigong  District : Barisal |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Mobile No. | +88 01683373402 |  | Blood Group | A+ |

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| --- | --- | --- | --- | --- |
| Nationality | Bangladeshi (By Birth) |  | Marital status | Married |

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| --- | --- | --- | --- | --- |
| National ID No. | 5102530002 |  | Religion | Islam |

**References:**

|  |  |
| --- | --- |
| MD.Noyemul Islam | Sahariar Al Mamun |
| District Sales Manager, Chandpur Metro | Lecturer, Marketing Department |
| Sales & Market Operation | Mirpur College |
| Robi Axiata Ltd. | Mirpur:- 02, Dhaka-1216  Contact Number: 01710506098 |
| Contact Number: 01833181620 | Email: sahariarmamun1985@gmail.com |
| Email: noyemul.islam@robi.com.bd |  |

## Declaration:

Hereby I declare that all information furnished in these resume are correct and complete.



Signature

Date: