



Arman Sadat Hossain

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OBJECTIVE

A collaborative, result-oriented and resourceful individual with a proven track record of implementing successful sales strategies and strengths to achieve challenging sales goals. Also highly engaged and positive team player with a strong customer focus, leadership skills and the motivation to deliver exceptional sales results.

EXPERIENCES

2017 Jun- Current	RAHIMAFROOZ RENEWABLE ENERGY LIMITED <i>Regional Manager, Dhaka Region</i>	Dhaka
	<ul style="list-style-type: none"><input type="checkbox"/> Achieve individual sales target from assigned customer accounts and retail market<input type="checkbox"/> Look for future opportunities to attain business growth<input type="checkbox"/> Sustainable business development by distribution planning<input type="checkbox"/> Prepare yearly business plan<input type="checkbox"/> Frequent market visit for better understanding the opportunities and weaknesses of present business<input type="checkbox"/> Strengthen distribution reach-new exclusive and non-exclusive appointment<input type="checkbox"/> Developing new channels for upcoming products<input type="checkbox"/> Strengthen market intelligence, market visit, sales analysis and regular reporting<input type="checkbox"/> Organize and conduct training/briefing and product demonstration session for the internal stakeholders as well as external stakeholders<input type="checkbox"/> Aligning sales, marketing, and operations around the same business objectives to ensure sales executional excellence<input type="checkbox"/> Generate field office visit for better understanding the opportunities and weaknesses of present business in the market<input type="checkbox"/> Visit and analyze competitor activities to collect information for business strategy<input type="checkbox"/> Attend customer complain and resolve those within agreed time to improve customer satisfaction<input type="checkbox"/> Payment collection as per agreed time frame to ensure proper cash flow<input type="checkbox"/> Implement internal process in line with QMS and other necessary statutory requirements<input type="checkbox"/> Work closely with sales and cross functional team member for better performance	
2014 Jul- 2016 Mar	BRITISH AMERICAN TOBACCO BANGLADESH <i>Territory Officer, Munshiganj (Dhaka Region)</i>	Dhaka
	<ul style="list-style-type: none"><input type="checkbox"/> Achieve co-plan target and overall performance objectives of territory<input type="checkbox"/> Monitor territory sales growth and carry out distribution drives<input type="checkbox"/> Carry out different stakeholder management<input type="checkbox"/> Monitor overall field force, CM, TSA for carrying out smooth performance<input type="checkbox"/> Groom up third party employees on monthly basis<input type="checkbox"/> Share quarterly growth update and different issues and opportunities with line manager<input type="checkbox"/> Execution of different cycle and ensure 70/70 for new launch	

2013 April- 2014 June	AAMRA NETWORKS LIMITED <i>Senior Executive, Sales</i> <ul style="list-style-type: none"> <input type="checkbox"/> Dealing with corporate clients especially MNS's, Telco's, NGOs, Buying House, Call centers etc. for new business and creating opportunities <input type="checkbox"/> Account Management with existing and potential clients <input type="checkbox"/> Target driven and generating satisfactory new sales revenue <input type="checkbox"/> Coordinate activities involving sales of products and services offered by the company <input type="checkbox"/> Maintain rapport with the potential customers <input type="checkbox"/> Acquire and feed market information to supervisors and pertinent departments <input type="checkbox"/> Record and maintain all related information of potentials 	Dhaka
2012 Feb- 2013 Mar	IBCS-PRIMAX SOFTWARE BANGLADESH LIMITED <i>Business Executive, Oracle ERP- Sales & Activation</i> <ul style="list-style-type: none"> <input type="checkbox"/> Targeted niche market segment for potential Oracle Applications accounts <input type="checkbox"/> Delivered sales pitch to let clients know about our services and Oracle ERP implementation projects <input type="checkbox"/> Generated leads from the niche market segments <input type="checkbox"/> Qualified the lead for Oracle Applications <input type="checkbox"/> Forwarded the leads for discovery session to map and analyze business process <input type="checkbox"/> IT sales consulting for Oracle Applications to provide best of breed solution to clients 	Dhaka

PROJECT MANAGEMENT

2011 Jan- 2011 Jun	GRAMEENPHONE LIMITED <i>Project Coordinator, Product Management & Device Management (Voice), Commercial</i> <ul style="list-style-type: none"> <input type="checkbox"/> Worked in Device Management in HO and dealt with GP handsets <input type="checkbox"/> Prepared training materials for GP Q100 and GP Crystal android handsets <input type="checkbox"/> Assisted supervisor to conduct training presentation for GP Q100 and GP Crystal <input type="checkbox"/> Supervised & kept log book of BlackBerry handsets <input type="checkbox"/> Attended and organized meetings regarding the projects <input type="checkbox"/> Generated micro spectrum agenda concerning projects <input type="checkbox"/> Conduct UAT for different SIM card packages for the handsets <input type="checkbox"/> Wrote meeting agendas for preparation of the handsets project <input type="checkbox"/> Coordinating after sales service for GPC & direct sales channels 	GP HOUSE
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EDUCATION

2006-2011	UNIVERSITY OF LIBERAL ARTS BANGLADESH <i>Bachelor of Business Administration, Concentration & Club Activities</i> <ul style="list-style-type: none"> <input type="checkbox"/> Scored CGPA 3.26 scale of 4.0 <input type="checkbox"/> Marketing (Major) Media Studies / Digital Production (Minor) <input type="checkbox"/> Got 100% scholarship for BBA program <input type="checkbox"/> Co-curricular activities: acted as a President of Media Club 	Dhaka
2004-2006	DHAKA IMPERIAL COLLEGE <i>Higher School Certificate, Achievements & Club Activities</i> <ul style="list-style-type: none"> <input type="checkbox"/> Scored GPA 4.9 scale of 5.0 <input type="checkbox"/> "Top Student Award" from Principal at the annual college program <input type="checkbox"/> Associate training fellow of English Language Club as extracurricular activity <input type="checkbox"/> Concentration: Business Studies 	Dhaka Board
2002-2004	AHMED BAWANY ACADEMY <i>Secondary School Certificate</i> <ul style="list-style-type: none"> <input type="checkbox"/> Scored GPA 3.44 scale of 5.0 without optional subject <input type="checkbox"/> Concentration: Business Studies 	Dhaka Board

SKILLS AND ACTIVITIES

☐ Language Skill

English: Won the English debate competition content: "Satisfaction of employees in Organizations". Excellent reading, writing and speaking capability

Urdu: As a supplementary language with good speaking capability

Bengali: Native language with good communication and writing ability

☐ Computer Literacy

MS Office Applications: Word, Excel, PowerPoint

Internet: Web surfing

☐ Project Management Skill

☐ Handset project in Grameenphone: GP Q100 and Android Crystal

☐ Distribution drive plans in BAT Bangladesh

☐ Organizational and operational restructuring in BAT Bangladesh

☐ Interpersonal & Business Communication Skills

Strong expertise on negotiation and persuasion with right decision making and problem solving skills

☐ Soft Skills

☐ Business Case

☐ Group Discussion

☐ Presentation

☐ Leadership Skill

☐ **POSITIVE** training which helped gained a diversified and structured leadership skills which helped support BAU and trade marketing activities

☐ **Leading the aamra way** training aid in situational leadership skills and effective decision making capabilities

TRAINING

BRITISH AMERICAN TOBACCO BANGLADESH

☐ POSITIVE

JOBS-ICT- PRIVATE LIMITED

☐ Career Planning

☐ CV Writing

☐ Interview Skills

☐ Soft Skill Development

AAMRA MANAGEMENT SOLUTION

☐ Leadership Skills

☐ Controlling Stress

☐ Situational Decision Making Skills

PERSONAL DETAILS

REFERENCE

Arman Sadat Hossain	Mesbaul Asif Siddiqui	Shah Mohammad Maksudul Gani
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	Relation: Uncle	Relation: Line Manager