

KHANDAKER SAIFUL ALAM

50/7, (3rd Floor), West Chowdhurypara, Hazipara Dhaka - 1219.

CELL No: 01911-310862, 01911-005131

E-MAIL: Khandaker.alam@gmail.com & ksasharif@yahoo.com

**CAREER OBJECTIVE**

To find a challenging position to meet my competencies, capabilities, skills, education and pursue a long-term career in a business organization to contribute significantly to its development.

PROFESSIONAL EXPERIENCE

- 1. Last Employer** : Banglalink Digital Communications Ltd. (*A VimpelCom company*)
Position : Zonal Manager
Working Period : 11th September, 2005 to till 24th March, 2022.
Last Work Station : Cumilla as **Zonal Manager**

Major Responsibilities as a Zonal Manager

- Manage sales force to achieve Prepaid SIM, E-voucher sales and internet Data target.
- Perform comprehensive evaluation of the sales team on a regular basis and guide them to solve various issues.
- Guide the sales force on negotiation issues with the retailers and customers.
- Provide feedback on sales and market related issues through proper reporting.
- Visit retail outlets to validate sales and take proper feedback from the customers.
- Evaluate and provide feedback on sales forces' sales capabilities, training requirements and negotiation loopholes.
- Ensure proper management and effective utilization of company resources.
- Ensure distributor's business feasibility & profitability.
- Communicating with the distribution houses and represent the organization to the customers.
- Convincing customers regarding corporate products/services.
- Visiting the retail outlets on regular basis.
- Documentation and preparation of periodic reports.

Achievements

- **I was selected national best ZM in 2017.** As well as my territory (Modhupur) was declared as national best territory in 2017 under my supervision.
- I was selected as **Regional best ZM for Q-2 in 2019.**
- I was selected as **Regional best ZM for Q-1 in 2015.**
- I was selected **Regional best ZM in 2010, 2011 & 2012** in Mymensingh region.
- **4 New Distributio Houses were successfully set up by me in 2007, 2016, 2019 & 2022.**
- An idea regarding Biometric Re-verification has been selected centrally and it followed nationally which is introduced by me in 2015.

2. Previous Employer: BEXIMCO System Ltd. Dhaka

Position : Direct Marketing Executive

Working Period : From May 30, 2002 to July 1, 2005

Major Responsibilities as a Direct Marketing Executive

- Overseeing and developing marketing campaigns.
- Contributing ideas to marketing campaigns
- Coordinating promotional activities & events
- Updating databases and using a customer relationship management (CRM) system
- Managing social media campaigns
- Monitoring performance of marketing campaigns.
- Conducting research and analyzing data to identify and define audiences.
- Devising and presenting ideas and strategies.
- promotional activities.
- compiling and distributing financial and statistical information.
- writing and proofreading creative copy.

SCHOLASTIC TRACK RECORD

- **Masters of Social Science (MSS)**
National University of Bangladesh
- **Bachelor of Social Science (BSS)**
National University of Bangladesh
- **Higher Secondary Certificate (H.S.C)**
Adamjee Cantonment College
Group: Humanities
- **Secondary School Certificate (S.S.C)**
Rajarbag Police Line High School
Group: Humanities
- **Achieved a 2 years Diploma Course (DNIIT) from NIIT in 2002.**

COMPUTER COMPETENCY

- Microsoft Office.
- Outlook 2016
- Basic knowledge in installation, Trouble-shooting and maintenance.

PROFESSIONAL TRAINING:

- Attended a 2 days “**Team building session**” at HRDC of Proshika at Manikgonj arranged by Banglalink & instructed by **Ranjan De- Silva**.
- In House Training on “**GSM Technology**” arranged by Banglalink.
- Training on “**Sales Technique**” arranged by Banglalink & instructors from RAPPORT Bangladesh.
- In House training on “**Effective Communication**” arranged by Holistic (holistic@hts-india) conducted by Ian Stern.
- Attended a 3 days **Interpersonal Leadership & Sales Technical Competencies**

LINGUISTICS PROFECIENCY

- Bengali: Native
- English: Competent

BUSINESS COMMUNICATION

- Good knowledge of report construction.
- Skilled in team and single presentation on business cases, projects and reports.
- Knowledge of market survey.
- Interpersonal communication skill.

EXTRA CURRICULAR ACTIVITIES

- I was a member of theatre group named **Nattayakendro**.
- I was news contributor in **Anandabhubon** under BEXIMCO media Ltd.
- I was Master of Ceremonies in various university & college programs including orientation and farewell program of my department.

PERSONAL QUALITIES

Sincere, Hardworking, Self-motivated, Instinctive learner, Committed to responsibilities.

INTEREST

Watching Movie, Hearing Music, Reading Novels and Traveling.

PERSONAL INFORMATION

Father's name	: Khandaker Easin Siddque
Mother's name	: Late Selina Siddiqua
Date of Birth	: 24 th November, 1977
Religion	: Islam (Sunni)
Nationality	: Bangladeshi
Marital status	: Married
Contact address	: 50/7, (3 rd Floor), West Chowdhurypara, Hazipara, P.O: Khilgaon, P.S: Ramna, Dhaka - 1219.

REFERENCES:

Subrata Ghosh
Regional Retail Operations Senior Manager
Monobrand and Device, B2C
Contact: 01911310331

SIGNATURE

(Khandaker Saiful Alam)