

SUDIPTA BARUA JOY

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Employment History:

Arla Foods Bangladesh Ltd.

Territory Officer, Patiya, (May 5, 2019 - Continuing)

Key Responsibilities:

- Ensuring proper distribution with appropriate visibility .
- Distributors business planning and implementation to bring the best outcome.
- Managing Field force.
- Retail Relationship Management.
- Assisting and Facilitating Branding & Marketing department for Promotional Activities.
- Alternative Business channel Development.

KSRM Steel Plant Limited

Territory Sales Officer, Cox's Bazar, (April 26, 2018 - May 1, 2019)

Key Responsibilities:

- Achievement of Sales target in the assigned Territory.
- Potential client management and Client relationship building for the company.
- Monitoring the overall sales procedures on daily basis.
- Frequent extensive field visits.
- Attending and solving client issues.

Confidence Cement limited

Intern

(November 16, 2017 - January 16, 2018)

Duties:

- Brand promotion
- Client management
- Field visits
- Attending business meetings with the Dealers
- Assigned to make a report on "Dealers perception on Confidence Cement Ltd."

Extra-Curricular Activities:

- **Hotel peninsula**
Artist (Singer) (January 1, 2015 - January 1, 2016)
- **University of Chittagong**
cultural co-ordinator (January 1, 2012 - December 31, 2016)

Academic Qualification:

| Exam Title | Concentration / Major | Institute | Result | Pas.Year |
|---|-----------------------|---|--------|----------|
| Master of Business Administration (MBA) | Marketing Studies | University Of Chittagong | 3.23 | 2018 |
| Bachelor of Business Administration (BBA) | Marketing Studies | University of Chittagong | 2.79 | 2016 |
| HSC | Business Studies | Government college of Commerce, Chittagong. | 4.4 | 2010 |
| SSC | Business Studies | Municipal Model High School, Chittagong. | 4.81 | 2008 |

Language Proficiency:

| Language | Reading | Writing | Speaking |
|----------|---------|---------|----------|
| English | High | High | High |
| Bengali | High | High | High |

References:**Devasheesh Indu**

Senior Regional Manager, Chittagong
Arla Foods Bangladesh Ltd.
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Sohel Ibn Hossain

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KSRM Steel Plant Ltd.
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