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| MD. SAZZADUR RAHMAN  Present Address:  House No-13(4A), Road-2,  Rupnagar Residential Area,  Mirpur – 2, Dhaka-1216  Bangladesh.  Voice – 01618-404000  01832-865850  E-mail – shahriarshazib@gmail.com |

**Career Objective:**

I would like to have a successful & flourishing career in a dynamic and rapidly growing organization. My ultimate objective is to actualize my potential into the fullest extent and become a top-level executive of the organization.

**Career Summary:**

I am experienced on sales and marketing and also consumer engagement department. Now working as a Deputy Manager (B2C Sales and Operation, Retail & E-Commerce), major responsibilities are led to Sales team, Deployment of sales force, Supply Chain Management, ensure to meet revenue target, business plan, have to ensure data validation and also Partner Management.

**Employment History:**

**Deputy Manager-BoP Sales & Operations, (August 20, 2019 - Continuing)**

**Infolady Social Enterprise (iSocial)**   
Company Location: House No - 26, Road - 7, Block - G, Banani, Dhaka - 1213   
Department: B2C Sales & Operation   
***Duties/Responsibilities:***   
\* Develop FMCG and DFS sales plan to achieve monthly and yearly sales target and taking overall responsibility of Sales development of the BoP assigned Area  
\* Ensure BoP agents and also BoP customer smooth Supply Chain operation

\* Ensure achievement of BoP Kallyani and Alternative channel sales target  
\* Relationship/People management with Team & Trade Partner.  
\* Training ,Development & motivation of entire BoP team   
\* Lead the implementation of business plan of iSocial for BoP component aligned with iSocial  
business strategy and financial model  
\*Develop and maintain an efficient distribution network to ensure the comprehensive availability of products across the area.  
\* Lead evaluation and deployment of BoP field level sales force as per plan.

**Senior Territory Sales Manager (November 2, 2017 - July 31, 2019)**

**Acting Area Manager (April 2019 – July 2019)**

**Star Paradise Ltd.**   
Company Location: Awal Center (3th floor), 34 Kamal Ataturk Avenue, Banani, Dhaka   
Department: Sales and Distribution

***Duties/Responsibilities:***   
\* Monitor daily activities of distribution house like cash management (Lifting or DO)  
\* To Achieve Primary, Secondary and also Credit Collection.

\* Ensure sales volume regarding target   
\* Developing route plan, Daily Market visit, collecting market feedback & competitor information.  
\* Retailers roll out and develop existing Retailer.   
\* Monitoring regular Credit collection from Distributor  
\* Repo Building.

**Senior Territory Manager (January 3, 2016 - October 31, 2017)**

**Progoti System Ltd. (Surecash)**   
Company Location : Khawaja Tower, 76/B (4F), Road-11, Banani, Dhaka-1213, Bangladesh   
Department: Sales & Distribution   
***Duties/Responsibilities:***   
\*Monitor daily activities of distribution house like cash management (Lifting & refund),  
\*target Vs achievement according to monthly target  
\*Ensure sales volume regarding target   
\*Develop route plan, Daily Market visit, collecting market feedback & competitor information.  
\*Agents roll out and develop existing agents.   
Liaison with sales operations, trade marketing team for all sort of business-related issue.  
\*Day to day activity update & reporting to the respective Area Manager.  
\*Ensure Brand visibility   
\*Repo-Building

**Area Coordinator (British American Tobacco) (January 1, 2013 - December 31, 2015)**

**Interspeed Marketing Solution Ltd.**   
Company Location : House No-116, Lane No-6, New DOHS Mohakhali, Dhaka-1206   
Department: Consumer Engagement   
***Duties/Responsibilities:***   
\*The position will report to Manager Operations.  
\*Prepare and execute cycle execution plan  
\*Managing (planning, leading, motivating, monitoring) multiple teams of Brand Representatives (each team led by a BR Supervisor)  
\* Maintain liaison with officers of client and distributor  
\* Assess requirement and arrange for training  
\* Enforcing discipline in the field  
\* Collecting competitor feedback   
\* Frequent travelling from district to district

**Academic Qualification:**

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| Educational Level | Institute Name | Major /Group | CGPA | Passing Year |
| Post Graduation | National University (Govt. Bangla College, Dhaka) | MBS (Management) | 2nd Class | 2012 |
| Graduation | National University (Govt. H. S. Sorwardi College, Magura) | BBS(Management) | 2nd Class | 2009 |
| HSC | Amresh Bose College, Magura | Business Studies | 4.10  (Out of 5) | 2005 |
| SSC | Alokdia Pukharia High School, Magura | Science | 3.31  (Out of 5) | 2003 |

**Key Qualification:**

Objective, goal oriented and focused.

Forward for new experiences and knowledge.

Have a good and effective Verbal, Communication/Interaction and Negotiation skill.

**Extra-Curricular Activities:**

Real POS Mapping (RLPM), is one of the research projects of ROBI. Here, I was in supervisor roll of 10 surveyor to POS mapping for 1month project.

Worked as a Team Supervisor of Lifeboy. (Health Awareness at Kurigram)

Worked as a Team Member of Nokia (Brand Awareness)

Worked as a Team Supervisor of Robi (Solar Panel Opening Program at Kurigram)

Worked as a National Coordinator of Robi. Trade Marketing Team

**Training:**

Managing people in field by sales organization (Philip Morris international).

Influence effectiveness

**Language efficiency:**

Have a good command of read, write, understand, and communicate in English

Have a good command of understand and communicate in Hindi

**Computer skills:**

I Have skilled Microsoft components of MS Office

Internet browsing

**Hobbies:**

* Playing cricket
* Enjoy music, movies

**Identification:**

Date of Birth - 1st January 1989

Father’s name - (Late) Md. Shafiur Rahman

Mother’s name - Quazi Asma Rahman

Present address - House#13(4A), Road#2, Rupnagar Residential Area, Mirpur–2, Dhaka-1216 Permanent address - Vill-Pukharia, Post-Alokdia, PS-Magura, Dis-Magura

Religion - Islam (Sunny)

Marital Status - Married

Nationality - Bangladeshi (by birth)

Voice - 01618404000, 01765672900

Blood group - O Positive (O+)

Height - 5.6”

**References:**

Name

Organization

Designation

Address

Phone off

Mobile

Relation

Email

Sk. Masudur Rahman

iSocial (Infolady Social Enterprise)

Director

House-26, Road-7, Block-G,Banani, Dhaka

01711264901

01711264901

Professional

[masud@isocial.com.bd](mailto:masud@isocial.com.bd)

Md. Mohammad Saleheen

Paper Fly Privet Limited

General Manager

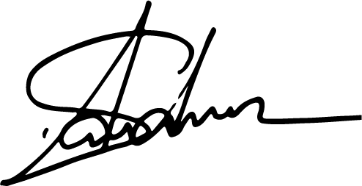
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01610002762

Professional

mohammad.saleheen@paperfly.com.bd



**Md. Sazzadur Rahman Shazib**