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Mohammad Imran Hossain

OBJECTIVE

A position with challenging responsibility where I may get an opportunity to utilize my educational training and experience while gaining exposure to a wide range of personnel functions with particular emphasis on sales and marketing sector.

PROFESSIONAL ACHIEVEMENTS

. A have Getting Best ASE award and certificate in 2007,2008,2009, by the honorable chairman, Consumer brand division of Transcom Group. and win foreign trip in several time.

SKILLS

.Microsoft office, Adobe Photoshop, illustrator.

WORK HISTORY

	COMPANY			
JOB TITLE	NAME	RESPONSIBILITES	From	To

JOB TITLE	COMPANY NAME	RESPONSIBILITIES	From	To
zonal Sales Manager	International Distribution Company Bangladesh (PVT) Limited	<ul style="list-style-type: none"> • To Plan and Design yearly sales budget & Setting Target Territory wise as per their Area Potential basis. • Sales Operations - Highly competitive in achieving sales target through consistent drive and focus. Expert in engaging teams to believe in and drive for tangible results achievement and market share gain. • Successfully leading a large number of team 40+ sales Officer, 10+ ASE, and 30 Distributor and their roles and responsibilities • Channel & Distribution Development - Proven expertise on robust distribution strategy planning, e.g.- Distributor & Distribution set up, route planning focusing on trade channel, people & logistic issues, consumer & customer dynamics, etc. • People Development - Solid track record 	1st January,2018	Continue

JOB TITLE	COMPANY NAME	RESPONSIBILITES	From	To
Area sales Manager	Baby nutrition ltd at Lalmai Group.	<ul style="list-style-type: none"> • Ensure growth and attain the market share objectives by identifying market needs appropriate strategy for assigned product. • Develop short and long term sales plan and setting target for each team member and communicate to the sales force. • Monitor performance of the members of the sales force in an organized and regular manner, provide feedback and take corrective preventive measures to mitigate the issue related performance. • Achieve monthly primary and secondary sales as per given area target, and planning growth for the next year. • Identify distribution gap of the area & build sustainable trade relationship with channel partner. • Led, monitor & train the TSM, ANO, SR, DSR & their role and responsibilities. • Monitor and maintain 	1st August, 2016	31st December-2018

JOB TITLE	COMPANY NAME	RESPONSIBILITIES	From	To
Sr. Area sales executive	Transcom distribution company ltd.	<ul style="list-style-type: none"> • Implement the strategic plan for develop relevant area sales & develop yearly sales plan. • Increasing business opportunities through various routes to market coverage. • Settings Sales Targets for individual raps and my team as a whole. • Recruiting and training sales stuff and allocating areas to sales representative. • Guide Aso, So, SR on day to day basis & monitoring forecast ordering. • Manage distribution and retail Channel activities of the assigned area (geographic location) to ensure optimum availability of price products at maximum point of sales. • To train and provide coaching for distributor sales team & Distributor management. • Lead the Sales team of own Area for achieving the Sales target. • Facilitate functional 	February 03, 2007	31st July 2016.

JOB TITLE	COMPANY NAME	RESPONSIBILITES	From	To
Sales Officer	Kallol bangladesh ltd.	<ul style="list-style-type: none"> • Responsible for Primary and Secondary Target achievement. • Increase numeric coverage. • Weighted distribution. • Implementing and monitoring trade program. • Responsible for building relationship with the partners. • Develop house sales of a Branch or Distributor. • Ensure training session for new field force. • Monitor Distribution field force. • Develop distribution and field force. • Maintain daily kick of meeting & feedback meeting. • Daily update all report & information. 	January 05, 2005	December 31, 2006

JOB TITLE	COMPANY NAME	RESPONSIBILITIES	From	To
Sales representative	Marico Bangladesh Ltd.	<ul style="list-style-type: none"> • Ensure Primary and secondary sales, Area/Territory business planning. • Ensure distribution point ROI. • Manage distributor claims. • Monitoring field officer and distributor. • Maintaining the team members. 	March-2003	June-2004

EDUCATION

DEGREE	INSTITUTE	GRADE	LOCATION	DATE
MBA	America Bangladesh University	3.31	Mirpur Dhaka	2012
M.Com	National University	2nd class	Govt. Debendra University College, Manikgonj	2006
B.com	National University	3rd class	Govt. Debendra University College, Manikgonj	2002

REFERENCE

General Manager
 SB Distribution Co. Ltd
 01944411800