

**Ranjoy Kumar Roy**

**Mobile No: 01717292917**

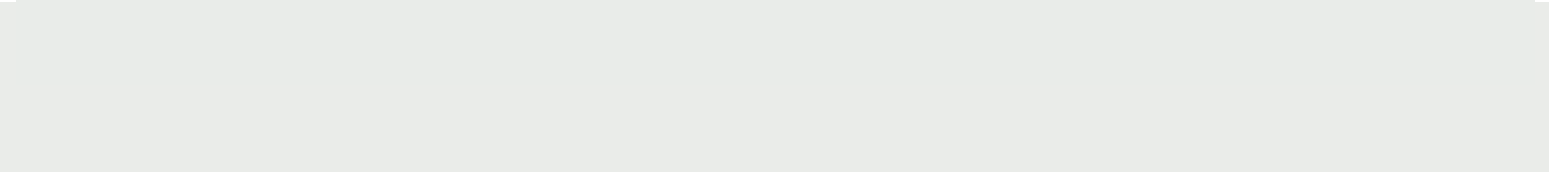
**E-mail: overoy8@gmail.com**

**Mailing Address: Ranjoy Kumar Roy, House#17, Road: 01,**

**Block-F, Banasree, Rampura,** **Dhaka-1216**



**Career Objectives**



I would like to have an opportunity to be employed in such a position where I will be able to apply my educational and technical skills gathered from my academic background. I want to utilize my potentiality, adaptability and skills to do something innovative and to enhance my knowledge.



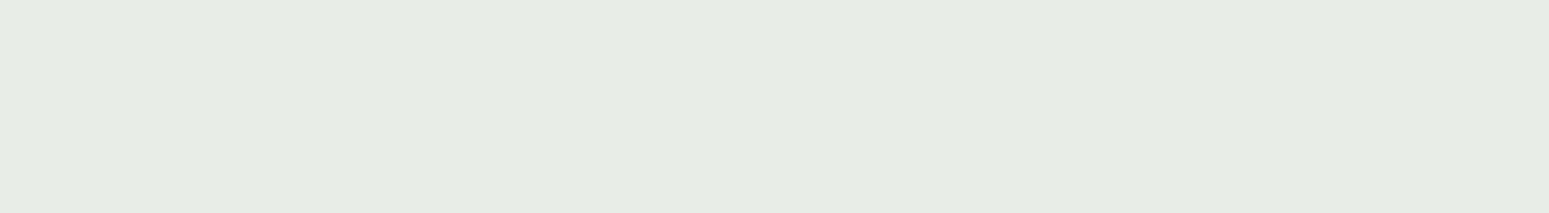
**Personal Summary**

1. Have Excellent communication and interpersonal skills and proactive in team work.

2. Ability to work in a stressful environment and to manage time.

3. Expert in managing different group of people.

4. Have strong ability to planning, implementing and monitoring different program.





**Employment History**

**1. Senior Territory Manager- Sales (February 01, 2017 - Continuing)**

**Beximco Communications Limited. (Akash DTH)**

Company Location: Gulshan-1, Dhaka

Department: Sales

***Duties/Responsibility:***

* Attain Area Sales Target by ensuring proper distribution of products and implementation of retail channel activities.
* Implement business plan for corporate / Institution Sales as per policy within the assigned territory.
* Develop right distribution set-up to optimize availability of products in the area.
* Arrange & execute trade marketing activities.
* Monitor overall activities and day to day achievement of Sales Representatives and Distributors.
* Expansion of retail coverage.
* Service compliance.
* Execution of trade promotion, consumer offer & POSMs in the market.
* Collect and analyze market data, competitor activities in the region.
* Create Retailers and Ensure Product visibility & availability within the assigned territory.
* Plan for territory targets and do sales projections.

**2. Area Sales Executive (May 01, 2015 – January 01, 2017)**

**Lotto**

**Licensee, Express Leather Products Limited**

**Company Location: Tongi, Gazipur, Dhaka**

Department: Sales

***Duties/Responsibility:***

* Prepare business plan & yearly budget for the assigned area.
* Visit outlet/area as per traveling plan to implement specific program for business expansion & revenue.
* Report Daily, Weekly & Monthly sales report to the Regional Sales Manager (RSM).
* Manage the stock of outlet under the business area.
* Identify locations for new outlet, negotiate rent and propose agreement for signing in the area.
* Control outlet expenses in particular personnel cost, productivity & rent.
* Ensure visual merchandise as Lotto guidelines.
* Relocate/close stores as per plan and ensure excellent customer service.
* Strictly follow up new outlet performance.
* Develop & train the outlet sales force.
* Communicate and follow-up outlet In-charge feedback of new articles.

******Executive (September 01, 2014 – April 30, 2015)**

**Link3 Technologies Ltd.**

Company Location: Gulshan-1, Dhaka

Department: Sales & Marketing

***Duties/ Responsibility:***

* Carry out direct marketing activities according to the goal set by the Team Leader and Section Head.
* Make formal calls regularly, attend sales calls & sales meetings to the clients and find new opportunities and pass it to the concerned manager for next action plan.
* Follow up with existing clients, review the progress and identify further opportunities for new sales.
* Identify and develop new business through networking and courtesy & follow-up calls.
* Understand the requirements of customers & prospects and plan with respective supervisor regarding addressing the customer needs. Apply product knowledge to meet those needs
* Meet sales targets and contribute to team targets.
* Cooperate & coordinate between existing customers & other departments of the company to mitigate their requirements and confirm installation & support properly.
* Support & maintain Back-office activities and maintain all sorts of database

**Academic Qualification**

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| --- | --- | --- | --- | --- | --- |
| **Exam Title** | **Concentration** | **Institute** | **Result** | **Pas.Year** | **Duration** |
| Bachelor of Business Administration | Marketing | East West University | CGPA: 2.78 out of 4 | 2013 | 4 Year |
| HSC | Science | Rangpur Government  College | CGPA:3 out of 5 | 2008 | 2 Year |
| SSC | Science | Shathibari ML High  School | CGPA:4.75  out of 5 | 2005 | 2 Year |

**Extracurricular activities**

* Joint Secretary (2011-12) at Rotaract Club of East West University (Rotary Club of Dhaka North, Rotary International District- 3281)
* Club Service Director (2010-11) at Rotaract Club of East West University (Rotary Club of Dhaka North, Rotary International District- 3281)
* Sergeant at arms (2012-213) at Rotaract Club of East West University.
* Coordinator, Volunteer Management of “4 DECADES OF VICTORY” organized by Rowshnee Foundation.

**Language Proficiency**

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| --- | --- | --- | --- |
| **Language** | **Reading** | **Writing** | **Speaking** |
| English | High | High | High |
| Bangla | High | High | High |

**Personal Details:**

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| --- | --- | --- |
| Father's Name | : | Samaresh Kumar Roy |
| Mother's Name | : | Late Kabita Rani Roy |
| Date of Birth | : | December 1, 1990 |
| Gender | : | Male |
| Marital Status | : | Married |
| Nationality | : | Bangladeshi |
| Permanent Address | : | Village-Shothibari, thana-Mithapukur, District-Rangpur |

Md. Raihan Kabir

Marketing Manager

Super Star Group

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**Reference**