





Md. Sajjad Hossain

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 <https://www.facebook.com/sohan.khan.942?fref=ts>

 <https://bd.linkedin.com/in/mohammad-sajjad-hossain>

Personal Statement

To secure a position that will benefit from my sales experience, positive interaction skills and industry contacts where three years' plus experience can improve the sales results to enhance organizational efficiency. Thinking out of the box and adapting to unfamiliar domains are my strong suits.

Work Experiences



Bosch Bangladesh Ltd.

Business Manager

Year of Experience: 1 Year

Date of Joining: August, 2018

Department: Sales & Business Development



Marico Bangladesh Ltd.

Territory Manager

Year of Experience: 1 Year

Date of joining: June, 2017

Department: Sales & Business Development



Philip Morris Bangladesh Ltd.

Territory Sales Executive

Year of Experience: 1 Year & 6 Month

Date of joining: January, 2016

Department: Sales & Marketing

Education

01/08/2016-1/08/2019

Jahangirnagar University

MBA-Master of Business Administration
Institute of Business Administration

01/01/2012-20/12/2015

University of Dhaka

BBA - Bachelor of Business Administration
Department of Accounting & Information Systems

01/01/2010-31/12/2011

Notre Dame College

Higher Secondary Certificate (HSC)
GPA - 5.00

01/01/1998-25/12/2009

Eskaton Garden High School

Secondary School Certificate (SSC)
GPA - 5.00

Resume

Md. Sajjad Hossain



Language Skills

English

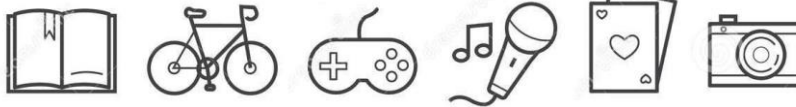
Bangla

German

Computer Skills



Hobby & Interest



Achievements & Associations

- 40% numeric distribution of “Marlboro” which is the highest out of all new areas in 2016.(**Philip Morris**)
- Provided 180% sales growth in 9 month after joining in the new territory.(**Philip Morris**)
- 140% sales growth in Q2,2016 compared to Q2,2015 & 180% sales growth in Q1, 2016 compared to Q1,2015.(**Philip Morris**)
- Developed FIFO method of distribution to reduce Loss on goods damaged.(**Philip Morris**)
- Initiated various activities like “Retail target Activation”, “Merchandise Activation” at (**Marico**).
- Initiated alternative channel of sales like “Hangout Zone Clusters” & “Win the Street” to bring the best output from those untapped channels at (**Marico**).
- Provided YTD growth of 35% and added a channel partner of Building Technology at (**Bosch**).
- Working as an Associates of Public Relation & Communication Wing of The Voice of Business (A Business club of Faculty of Business Studies,University of Dhaka)since 2012.



References

Reference 1
Tuhin Ahmed
National Sales Manager
Laugfs Gas Bangladesh
Cell: 01713479495

Reference 2
Afsir Al Mahmood
Deputy General Manager
Bkash Limited
Cell: 01711081849

JOB RESPONSIBILITIES

1. Industry-wise analysis to identify promising market segment for Bosch Security System products
2. Identify business expansion opportunities to potential geographic territory
3. Present & consult with reporting supervisor/senior level management on business trends with a view to promote appropriate product solutions & ensure support for distribution channels
4. Identify & meet potential consultants and the decision makers within the industry & client organization to map business opportunities
5. Assessment & identification of competent system integrators & also support to attain business project proposed with BOSCH security solution
6. Establish co-ordination between system integrators (resellers) & distributors to ensure cooperation in connection to sales closure & project implementation
7. Set up meetings between consultant/decision makers and distributors to formulate action plan in connection to the sales closure
8. Work with team to develop proposals that speaks to the client's needs, concerns, and objective
9. Extend support in preparation of BOQ
10. Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators
11. Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
12. Track, record & monitor all leads, prospects, distributor accounts and new opportunities to accomplish revenue planned for month/year
13. Following up with distributors regarding the availability of goods as well as monitor installation status to ensure timely handover of service
14. Co-ordinate between distributor & resellers to ensure technical support



1. Achieve sales and distribution objectives & targets as defined for the territory.
2. Develop a strong relationship with the distributors field force.
3. Effective implementation of trade engagement programs.
4. Execute the visual merchandising strategy and maintain high quality maintenance.
5. Provide support on the execution of consumer engagement activities.
6. Propose initiatives as per geography dynamics, report on relevant market information to develop appropriate strategies for a sustainable long term business growth.



1. Achieve sales and distribution objectives & targets as defined for the territory.
2. Guide, monitor, support the 3rd party sales force.
3. Develop and maintain excellent working relationship through providing consistent service & ensuring right benefits to the right trade outlets.
4. Effective implementation of trade engagement programs.
5. Execute the visual merchandising strategy and maintain high quality maintenance.
6. Propose initiatives as per geography dynamics, report on relevant market information to develop appropriate strategies for a sustainable long term business growth.