



# Md Imran Hossain

Executive -Sales



## Summary

I have several years part-time and full-time experience in managing clients & consumers at service sector and now I am looking forward to opportunities to apply my experience and grow more & reach new heights as a productive professional to positively adhere the organization's success.



## Experience

2019-07 -  
present

### Executive, Sales

Rancon Trucks & Buses ltd

- To achieve the sales targets set by the company.
- To follow the procedures and guidelines as set by the company.
- Assist in the preparation and display of vehicle in stock.
- Step out of office, visit corporate and individual and mature sales.
- Ensure that customers are welcome into the showroom and find out customers' requirements and needs.
- Listening to customer's feedback about our products, listing complaints and inform the concerned department.
- Maintain relationship with customers, regular liaison with existing and potential customers through meetings, couriers and email.
- Contact customers after the completion of sale regarding their satisfaction and car performance.
- Keep records of past sales and set new targets & Prepare sales call reports.

2019-01 -  
2019-04

### Internship, Sales & Marketing

Fair Distribution Limited

- Development new clients and maintain good relationship with existing clients.
- Visit the corporate clients for meeting, negotiation & relationship building.
- Ability to work with a professional sales team to achieve set targets.
- Ability to handle clients and satisfy them with the set service policies of the organization.
- To share ideas how to improve sales with group leader and other colleagues.
- Ensure full compliance of regulatory requirements.
- Responsible to meet the agreed business target of company Products.
- Work closely with the sales team to develop sales tools and training materials

2015-11 -  
2018-08

### Senior Apprentice, Customer Service

Grameenphone Ltd.

- Provide one-stop quality Customer Service over phone to ensure positive customer experience.
- Proactively aware/inform customers regarding GP products/service. Sale through inbound and outbound contacts over the phone
- Capture customer insights and escalate critical issues/complaints and provide timely feedback.
- Maintaining targeted KPI on a regular basis.
- Serve customers with helping attitude to play a significant role in customer satisfaction, retention acquisition to enhance



## Personal Info

### Address

House: 711/10 (Apt A5), Kearsi Aman, Road: 11, Adabor, Mohammadpur, Dhaka 1207

### Phone

+8801711092412

### E-mail

imran96sub@gmail.com

### Date of birth

10-02-1996

### LinkedIn

linkedin.com/in/imran-hossain-7b92a3141/

### Marital status

Single



## Skills

Communication, and Negotiation



Leadership Skills



Critical Thinking, Analytical Skills



Stress Management



Team Management



## Software

Microsoft Office Application



Adobe Photoshop, Illustrator





## Education

2015-01 -  
2019-04

2011-08 -  
2013-08

2009-01 -  
2011-06

- **State University of Bangladesh**  
Bachelor of Business Administration, Major in Marketing, CGPA 3.39
- **Shishu Kunja School & College, Jhenaidah**  
Higher Secondary School Certificate (HSC), Business Studies
- **Shishu Kunja School & College, Jhenaidah**  
Secondary School Certificate (SSC), Business Studies



## References

- Osman Goli Pavel, Fair Distribution Limited  
Strategic Planning Manager,  
+8801764545454, pavel.du@gmail.com
- Habiba Kibria, State University y of Bangladesh, Lecturer  
+8801714101008, habiba.kibria19@gmail.com

Email, Web and Social Skills



## Languages

English



Bengali

