

Md. Ibrahim Hossain Akanda

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Career Summary

Experienced and dedicated professional over 9 years in Sales Operation. Detail-oriented and goal-focused professional that can successfully deliver exceptional consumer to all clients. Very strong negotiation skill and efficient dealer management skill make a healthy ROI of distributors.

Career Objective

As an experienced salesperson, I would like to see myself in a leading position where I will be able to add value to the organization using my education, skills and experience where there is a scope of career growth with vast opportunities of learning.

Core Qualifications

❑ Proactive	❑ Customer experience	❑ Strategic planning	❑ Compliance
❑ People Management	❑ Reporting and data analysis	❑ Time management	❑ Result oriented
❑ Operational excellence	❑ Cross-functional team coordination	❑ Innovative & creative	❑ Cost containment
❑ Strategic Communication	❑ Sales	❑ Distribution	❑ Self-Evaluation

Experience

Present	Former
Zonal Sales Manager (Feb'2016 to till date) Channel Sales Symphony Mobile. <u>Responsibilities:</u> <ul style="list-style-type: none">❑ Responsible for achieving all the KPI of respective Zone.❑ Ensure primary, secondary & follow up tertiary sales.❑ Efficient Dealer Management.❑ Dealer stock analysis and make requisition.❑ Retail Management.❑ Ensure SKU placement per shop based on its category, GEO location and historical sales data, ensure standard repeat placement based on model wise safety stock❑ Ensure even distribution, availability, visibility POSM management at every retail in Respective Zone.❑ Ensure healthy ROI for each distributors in assigned Zone.❑ Monitoring the activities of the competitors & set suitable sales strategies in the assigned zone.❑ Monthly, Quarterly & Yearly sales forecasting, planning, organizing, evaluation and preparing the action plans.❑ Compiling regional report within time line.❑ Develop and lead distributor's field force.❑ Optimize and monitor company provided resources to support distribution activities.	Territory Sales Manager, Channel sales (Nov'2014 to Jan'2016) Akij Food & Beverage Limited <u>Responsibilities:</u> <ul style="list-style-type: none">❑ Efficient dealer management & Retail management.❑ Achieve all sales targets for the assigned Territory as per business plan❑ Analyzing market, products, people and competitors for sales development.❑ Monitor the activities of the competitors & set suitable sales strategies in the assigned zone.❑ Monthly, Quarterly & Yearly sales forecasting, planning, organizing, evaluation and preparing the action plans.❑ Develop and lead distributor's field force. Project- IN-Charge (Corporate Sales) (Mar'2012 to Oct'2014) Introduce Event Management & Exhibition Services <u>Responsibilities:</u> <ul style="list-style-type: none">❑ Generate new idea about exhibition.❑ Searching & collect client list in different way.❑ Venue selection.❑ All stall must sold out & clear payment before exhibition.❑ Have to satisfy to all client through the service. Executive (Corporate Sales) (Mar'2010 to Feb'2012) Ocean Trade Fairs & Exhibition Services <u>Responsibilities:</u> <ul style="list-style-type: none">❑ Searching corporate client those are our exhibition related.❑ Setting appointment with managing director.❑ Continuous follow up until exhibition.❑ Must clear payment before exhibition.❑ Have to satisfy all client through the service.

Academic Qualification				
Exam	Concentration	Institute	Result	Year
MSc	Biochemistry	Tejgaon College, Dhaka (National University)	Second class	2009
BSc	Biochemistry	Tejgaon College, Dhaka (National University)	Second Class	2008
HSC	Science	Sirajgonj Govt. degree college (Rajshahi Board)	CGPA 3.00 Out of 5	2004
SSC	Science	B.L.Govt. High School, Sirajgonj (Rajshahi Board)	CGPA 4.00 out of 5	2002

Contribution & Achievement				
① Symphony: Rewarded for being employee of the quarter-1, 2018 & became” National Sales Icon” for 2019 ② Akij Food & Beverage Ltd: Rewarded for being best Employee for the month of March, 2015. ③ Introduce Event Management & Exhibition Services: I was the planner & organizer of two successful exhibitions of “Introduce Flat Fair”. ④ Ocean Trade Fairs & Exhibition Services: I achieved 200% in “Woman EXPO, 2010” and 160% in “Perfect Living Expo, 2012”.				

Languages		Computer Skills	
Bangla	: Native	Microsoft Office	: Advanced skill on Microsoft Office and Reporting
English	: Fluent in writing, reading and spoken	Internet	: Browsing, emailing and trouble shooting

Hobbies	
Meditation, Traveling, Read, Watching various learning & motivational videos & documentary.	

Personal Information	
Father’s Name	: Md. Abdul Hye Akanda
Mother’s Name	: Shahida Begum
Date of Birth	: November 27, 1986
Gender	: Male
Marital Status	: Married
Nationality	: Bangladeshi
National ID No.	: 19868827807497364
Religion	: Islam
Current Location	: Jamalpur
Permanent Address	: Vill-Rani Gram, Post- Sirajgonj, P.S.- Sirajgonj, Dist- Sirajgonj

References	
① Mukbulur Rahman Mustazir Department Head(Dealer sales) Symphony Mobile, Edison Group Mobile: +8801787651575	② MM. Mostak Ahmed Regional Head Dutch-Bangla Bank Ltd.(Mobile Banking& Agent Banking) Mobile: +8801911310580