

Z. M. Jakarea Hosen

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Objective

Corporate professional having more than 15 years of experience in both textile and FMCG industry. Undertaken complex assignments, dealt with multiple successful company projects and delivered superior performance within shortest time. Main objective is to contribute to the company's overall growth and valuation.

Skill Sets

- Multitasking
- Project Management
- Account reconciliation
- Team Management
- CRM, ERP specialist
- Strategic Decision Making

Work Experiences

2016'Jan -
Current

PERFECT
TEXTILE

Senior Manager, Business Development, Perfect Textile Ltd

- Key person to monitoring sales & marketing operations of all branches.
- Provide strategic planning for driving sales growth and overall brand recognition.
- Introduced ERP software on branch level operations for efficient sales communication.
- Received best employee recognition'2017 along with a double promotion.

2014'Jan–
2015'Dec

PERFECT
TEXTILE

Assistant Manager, Business Development, Perfect Textile Ltd

- Managed a team of 82 members who were representatives of Perfect textile branch operations.
- Successfully achieved 65% sales growth in Dhaka, Chittagong, Comilla and Barishal region through various campaigns and limited offers.
- Responsible for cash flow management operation in head office level operations.
- Sorting out legal issues related to company operations and reconcile with legal authorities with justifications.
- Conduct timely market visit, inspection on branch level operations and report detailed market insights to company top management.

2009'Jan –
2013'Dec

PERFECT
TEXTILE

Senior Executive, Sales & Marketing, Perfect Textile Ltd

- In charge of Dhaka region, 10 outlets all across Dhaka.
- Regularly monitor branch operation, sales insight, employee concerns.
- Submit daily & weekly market insights and details to the head of business development.
- Successfully achieved 45% sales of Dhaka region.
- Execute marketing strategies designed by management team.
- Successfully launched nationwide campaign of Perfect textiles including International trade fair

2008' Mar –
2008' Dec



Junior Officer, Sales, Pioneer Insurance Company

- Handled portfolio of 80 customers and ensuring proper services for insurance coverage.
- Look for new prospect clients and develop portfolio.
- Introduce customers with new insurance products.
- Submit sales report to line manager.

2004' Nov –
2008' Feb



Executive, Sales and marketing, Perfect Textile Ltd

- Perform daily sales and operation activities.
- Inspect fabric quality and demand in market and report back to head office.
- Received best sales person award in 2006.

2004' Jun –
2004' Oct



Cashier, Akij Corporation

- Perform daily accounts and cash flow of company operations.
- Reconcile daily ledger report and cash book.
- Submit daily report to company management.
- Perform visits to different operation plants to maintain proper audit.

2001' Feb –
2004' May



Branch in Charge, Perfect Textile Ltd

- Look after every branch operations and maintain discipline for sales activity.
- Build quality relation with fixed customers and increase monthly sales.
- Look out for new customer and increase company customer portfolio.
- Design campaign on different festival for customer retention & sales growth.

Education

1995-1996 (Held 1998)
Bachelor of Commerce
Division: 2nd
Tejgoan College

1992-1993
Higher Secondary
School Certificate
(Science)
Division: 3rd
Tejgoan College

1990-1991
Secondary School
Certificate (Science)
Division: 1st
Shajahanpur Govt. High School

Other Qualifications

- Successfully passed the course of Marketing Promotion Skills under Bangladesh Institute of Management (BIM)

References

Md Anisur Rahman
Assistant Director
Islamic Foundation of Bangladesh
Contact: 01819148414

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Manager
Business Development
PrimaDollar Bangladesh
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