

Mir Sazzadur Rahman

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Nationality: Bangladeshi



Career Objective

Chasing the challenges to bring the changes strategically and analytically with an attitude by implementing skill, experience & knowledge to lead, motivate & build a team. Being a dynamic and result oriented team player having more than four years of experiences in different MNCs is now looking for a leadership role to carry out and add value to organization by developing self and business mutually.

Employment History

- ❖ Territory Manager, **Bangladesh Edible Oil Limited**
05/04/2017-present (**3 years 4 months**)
 - **Achievements:**
 - Sales hero of January-2018 & March-2019 among all the TM of Bangladesh in BEOI.
 - Foreign trip winner as a best performer nationally in (April-May-June)-2018.
 - Successfully started the journey of a new territory through restructuring & appointing new distributor.
 - Successfully arrange & execute different trade marketing activities like-Spot selling, Fish Market Activation & HORECA project.
- ❖ Marketing Research Intern, **Forbes Marshall**
9/5/2016-31/8/2016 (**3 months**)
- ❖ Customer Manager, **Grameenphone Limited**
27/10/2009-30/1/2011 (**1.3 years**)

Experiences

1. Job Title: **Territory Sales Manager** (April'17 to Present)
Organization: **Bangladesh Edible Oil Limited.**
Job Responsibilities:
 - ✓ Develop short term and long term sales objectives through effective use of sales data
 - ✓ Application of structured selling process and negotiation techniques to achieve the business targets
 - ✓ Coaching and developing team members and negotiate with distributors to obtain more business by giving excellent customer service
 - ✓ Monitor hygiene in warehouse management, documentation, adherence to visibility templates etc.
 - ✓ Manage Distributor infrastructure (ROI, Coverage, Delivery Units, warehouse Management, Credit in Market etc.)
 - ✓ Ensure closure to grievances immediately
 - ✓ Analyze how to improve the competitive position in the market through improved customer service for his customers
 - ✓ Monitor systematically the performance of the distributor, sales units, assets and take corrective action (infrastructure gaps)
2. Job Title: **Market Research Intern** (May'16-August'16)
Organization: **Forbes Marshall.**
Job Responsibilities:
 - ✓ Market research & analysis by communicating with the top management of different companies

- ✓ Work with the insight strategy of B2B sales by using sales data.

3. Job Title: **Customer Manager** (Oct'09-Jan'11)

Organization: **Grameenphone Bangladesh Limited.**

Job Responsibilities:

- ✓ Serves customers by planning and implementing call center strategies and operations
- ✓ Application of structured selling process, maintaining customer database & telesales through inbound & outbound contacts to achieve the business target.
- ✓ Provide customer timely feedback & serve customer with helping attitude.

Education

Masters of Business Administration (Major in Marketing & Management)	2016
North South University	
BSc in Electronics & Communication Engineering	2012
BRAC University	
H.S.C.(Science)	2007
Haji Mohammad Mohsin College, Chittagong	
S.S.C.(Science)	
Collegiate School, Chittagong	2005

Skills & specialization:

- **Computer skill** – MS Word, MS Excel, MS PowerPoint.
- **Language skill**- Proficiency in English speaking in public & writing; Bengali speaking & writing.
- **Interest**- Travelling, Writing.
- **Specialization**- Sales & Marketing, Strategic planning, Supply chain management, Customer service.
- **Professional courses**- Professional skill development program certification completed from BRAC University during May 1, 2012 to June 15, 2012

Extra Curricular Activities

- Working as an Executive member in NSU MBA Club & organized different seminars & workshops.
- Winner of creative writing competition in residential semester and my written drama was performed in the yearly cultural program of BRAC University.
- Participated in Ad Making Contest in 2011 & 2012 held in NSU.

Personal Details

- Father's Name: Mir Motiur Rahman
- Mother's Name: Yeasmin Sultana
- Date of Birth: November 19, 1989
- Gender: Male
- Nationality: Bangladeshi
- Religion: Islam

References

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