



khaled kabir sajb

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CAREER OBJECTIVE

A people friendly, value driven and self-started business graduate who is experienced in maintaining professional relationships and diversified in character with ability to work under pressure. Capable of representing organization, improving visibility and networking effectively at conferences, trade etc.

WORK EXPERIENCE

Redx Logistic Limited

August 2021 — Present

Senior Executive - Enterprise Business

- Spearheading the B2B Enterprise Business to ensure strong footmark of REDX in the Transport logistics arena by the end of Q-3 (2021)
- Rebranding REDX as an E2E logistics support provider in Khulna.
- Working collaboratively with Tech to build the Product for B2B enterprise business from the scratch which will offer tech-solutions to enterprise logistics needs.
- Visit market & meet various C&F agents, decision maker of the companies frequently to acquire B2B sales for logistic requirement.
- Pitch to corporate clients through cold calls & physical meetings.
- On-board corporate clients to acquire prospective B2B opportunities.

Achievements :

- 28 New B2B clients onboard in Khulna.
- Divisional champion Q'4,2021 regarding Number of Trips.

Robi axiata Limited

November, 2019 — March, 2021

Territory sales Executive - Enterprise Business

- Build an effective SME sales force by regular briefings, on-the-job & off-the-job training
- Explore market with proper resources management & managing strong relationship with key business partners & stakeholders
- Managing and supervises Operations Team and large production staff. -Responsible for ramp-up drives/goals for the service center.
- Data Analysis, highlighting and enhancing Key Performance Indicators (KPIs)
- Achieve individual sales KPI as set by the company (acquisition of A/C, retention of A/C, Customer Services, Solution Sales etc)
- Monitor and train sales agencies & distributors to ensure business growth in assigned zone
- To review various reports and statistical data generated for the program and work out suitable action plans to effect continuous improvement.

Achievements :

- Cluster champion Q'3,2020 within the South cluster.
- Data revenue achieved by 120% in 2020 within south cluster.

Grameenphone Ltd.

November, 2015 — September, 2018

Executive - Customer Service

- To provide one-stop quality Customer Service over phone to ensure positive customer experience.
- To aware and inform customers proactively regarding GP products and services.
- To capture customer insights and escalate critical issues and complaints and provide timely feedback.
- To maintain targeted KPI on a regular basis.
- To serve customers with helping attitude to play a significant role in customer satisfaction, retention and acquisition to enhance Grameenphone brand image.

TECH SAVVY & PERSONAL SKILL

- Excellent in "Microsoft Programs" including Microsoft Office, Excel & PowerPoint.
- Excellent on operating software and tools including Windows operating systems.
- Proficient in reading, writing, and speaking in English and Bengali.
- High adaptability and flexibility with changes in any working condition.
- Have experience of collecting data and conducting survey for the purpose of research works.
- Have the ability to organize and lead team members to accomplish assignments and projects in due time.

CLUB MEMBERSHIP

- Eastern University Earth Care Club
- Eastern University Social Welfare club
- Prothom Alo Bondhu Shava, Eastern University Campus
- Mastual Foundation

CLUB ACTIVITY

- It teaches me how to work with a team. As well as,
- Conduct networking & social campaign for development.
 - Community based workshops on pressing topic such as, hygiene, family life & finance.
 - Winter campaign for underprivileged people.
 - Co-convener of Eid for street children.

EDUCATION

MBA in Human Resource Management

April 2018 — December 2019

Eastern University

Obtained the MBA degree with GPA 3.19 out of 4.00

BBA in Marketing

February 2014 — January 2018

Eastern University

Obtained the BBA degree with GPA 3.07 out of 4.00

Higher Secondary Certificate**April 2010 — January 2012**

Khulna Public college

Obtained the HSC degree with GPA 4.40 out of 5.00

Secondary School Certificate**January 2009 — January 2010**

Boyra Dak Bivagio secondary school

Obtained the SSC degree with GPA 4.50 out of 5.00

REFERENCES

Name: Syed Habib Anwar Pasha
Designation: Associate professor
Organization: Eastern University
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Name : Raiyan Ahmed
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