

RESUME

OF

MD. IMRAN HOSSAIN

Cell: +88 01912955354, 01842955354

E-mail: imu.imran70@gmail.com

House: 07, Block-D, Road-1, Dhaka Uddan Housing, Mohammadpur, Dhaka-1207



Career objective:

To work in dynamic, modern and challenging environment to prove myself as a quick learner and highly energetic person where the creativity and the interest can be found to develop the Skill as well as a successful career. Secure a responsible career opportunity to fully utilize my training and skills while making a significant contribution to the success of the company.

Experience:

Company: RANCON GROUP.

Designation: Territory Sales Manager

Concern: RANGS INDUSTRIES LTD.

Starting: 15-10-2017 to till now

Duties/Responsibilities:

1. Plan and split to field force given monthly sales target and work accordingly.
2. Reporting to (ASM, DSM) sir daily, weekly & monthly basis.
3. Appoint potential Distributor and handle according to company norms.
4. Properly monitoring field force & utilize maximum of POSM materials.
5. Prepared monthly distributors sales analysis on the basis of pack.
6. Properly monitoring of Primary & Secondary sales and calculate distributor ROI.

Company: BASHUNDHARA GROUP.

Designation: Territory Sales In-Charge

Starting: 07-08-2015 to 12-10-17

Duties/Responsibilities:

1. Sales Plan according to given Target value and volume.
2. Develop a unique sales function focusing on the market need.
3. Primary Sales and Secondary Sales Planning.
4. Sales Monitoring.
5. Sales trend analysis and making decision based on that.
6. Distribution Management – through review and business meeting.
7. Develop and growth opportunity by developing sales programs.

Company: FAIR GROUP.

Concern: Fair distribution Ltd.

Designation: Territory Sales Officer

Duties/Responsibilities:

Starting: 01-02-2011 to 07-06-2015

1. Planning and forecasting given monthly sales target and focus on that.
2. Accusation a unique sales function focusing on the market need.
3. Monitoring sales executive focus on monthly target.
4. Primary Sales and Secondary Sales Planning.

Educational qualification:

Masters in Professional Marketing (M.P.M)

Institute : University of Dhaka
Subject : Marketing
Result : Appeared
Passing : 2019

Masters of Business Administration (M.B.A)

Institute : National University
Subject : Accounting
Result : 2.84
Passing : 2015

Bachelor of Business Administration (B.B.A)

Institute : National University
Subject : Accounting
Result : 2.89
Passing : 2014

Higher Secondary Certificate (HSC)

Institute : Chuadanga Govt. College
Board : Jessore
Subject : Business Studies
Result : GPA- 4.60
Passing year : 2010

Secondary School Certificate (SSC)

Institute : Chuadanga Academy High School.
Board : Jessore
Subject : Business Studies
Result : GPA-4.69
Passing year : 2008

Computer Literacy:

Package : MS Office [MS Word, MS Excel, MS Power Point & MS Excel] Good typing speed both English & Bengali.
: Internet Browsing, E-mail & Communication.

Competencies

Honesty, Hard working, Dedication, Posses Leadership Quality

Language Proficiency:

Bengali is the native language

Good command in reading, writing and speaking in English.

Training: " Effective Leadership and How to Handle Potential Distributor"

Speaker: Md. Razib Ahmed

Personal information:

Name : **Md. Imran Hossain**
Father's Name : Ekramul Hoque
Mother's Name : Sabia Khatun
Permanent Address : vill: Luxmepur, P.O:Gopalpur P.S: Damurhuda, District:-Chuadanga
Current Address : House: 07, Block-D, Road-01, Dhaka Uddan Housing, Mohammadpur,DHAKA-1207
Date of a Birth : 16/08/1992
Marital Status : married
Sex : Male
Religion : Islam (Sunni)
Weight & Height : 5'and 7'' [78 kg]
Blood : A+

Reference :

Md.Rafiqul Islam

Business Development Manager
Bombay Sweets & Co. Ltd.
Bangladesh
Cell: 01717-545284

Md. Enamul Haque

Area Sales Manager
Emami Bangladesh Ltd.
Cell: 01964-685013



Signature & Date

Md. Imran Hossain