

 Marjan Ahamed

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| **Present Address**    101, Sir Najimuddin Road, Dhaka 1100. | **Contact**  Cell: + 8801680131140  8801867058692  **Email: linconahamedbd@gmail.com** |

CAREER OBJECTIVE

Work in challenging, dynamic, and disciplined job environment to enrich professional skill, competency, and level of expertise knowledge.

Personal Profile

Father’s Name : Late, Yousuf Ali

Mother’s Name : Fatema Bagum

Birth date : 20 October , 1990.

Permanent Address : 101, Najimuddin road, Dhaka 1100.

Nationality : Bangladeshi

Religion : Islam

Marital Status : married

Education

**[From 2009 – To 2013 ]** [Course- BBA (Marketing) [University of Asia Pacific]

**Grade achieved: [Grade - 2.88 ]**

**[From 2007 – To 2009]** [Course – HSC (Commerce) [Ideal Collage, Dhaka]

**Grade achieved: [Grade – 3.70]**

**[ 2007]** [Course – SSC (Science) [P H Amin Academy, Chittagong]

**Grade achieved: [Grade- 3.13 ]**

**Work Experience**

**Toggi Services Ltd [ Continue] [** Product Expert, **Product Management]**

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Main duties performed:

* Activity monitoring of distributors within the assigned territory
* Communication with foreign principal
* Set channel footprint across the territory as per plan
* Regular market visit and market development
* Monitor distributor staff’s daily activities
* Handling distributor commission & other queries
* Managing systems and compliance of distributors and retailers
* Regular sales reporting
* Analysing and solving territory operational issues
* Ensuring proper customer service from distributors and assigned service desks
* Training and development of distributor sales and service force
* Visit Corporate customers with sales person
* Developing product specification (Tender, Corporate, Deale)

**Globalbrand Pvt. Ltd [From June 2, 2015 to Feb 17, 2018] [**Sr**. Executive, Product Management]**



Main duties performed:

Market Related

A. Market Size find out.

B. Competitor list.

C. Competitor Product line.

D. Product position find out.

E. Pick & off pick season demand analysis

Sales management of Product

A. Price analysis and price fixed up.

B. Sales person capability analysis.

C. Branch capability analysis.

D. Branch wise market size.

E. Motivation way of sales person and Branch.

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**ADN TELECOM LTD. [From 3 march 2014 – To 24 march 2015][Territory sales officer]**

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Main duties performed:

* Set territory plan (daily, weekly, monthly)
* Maintained the Distributor stock & sales out
* Regular market visit and market development
* Monitor distributor staff’s daily activities
* Make visit plan
* Make territory activity plan.

**Skills**

1. Operating System: Windows XP, Vista, Windows 7.
2. Application Package: Microsoft Office Professional
3. Internet: Browsing & E-mail

**Interests**

1. Played for Cricket team of IDEAL COLLAGE in 2008-2009

3 Played for “University Of Asia Pacific” Football team in 2009-2010

4 Organized annual cultural program at “University Of Asia Pacific” in 2011

5 Created a Blood Donation Club Named “HIMOGLOBIN”

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References

* Shamsad Ahmed,

Associate Professor & Coordinator,

MBA Program,

“ University of Asia Pacific”

84 Dhanmondi, Dhaka-1209.

Cell: 01552376624 E-mail: [shamsad@uap-bd.edu](mailto:shamsad@uap-bd.edu)

* Jamil Siddiquee,

Human Resource Manager & Lecturer,

“ University of Asia Pacific”,

Cell: 01727361983 E-mail: [jamil\_lab@hotmail.com](mailto:jamil_lab@hotmail.com)

Signature:

**MARJAN AHAMED**