



MILTON SAHA

SALES PROFESSIONAL

JOB EXPERIENCE_

October 2023 - Present
Territory Manager
Marico Bangladesh Ltd.



- Develop and execute sales strategies to achieve territory sales targets.
- Monitor and analyze sales data to identify opportunities and challenges.
- Ensure product availability and visibility at retail outlets.
- Motivate and inspire the team to meet and exceed sales goals.
- Allocate resources appropriately to maximize ROI.
- Meet or exceed key performance indicators (KPIs) set by the company.

July 2022 - September 2023
Territory Executive
Perfetti Van Melle Bangladesh Pvt. Ltd.



- Set up the sales infrastructure-Territory-Distributor and Channel Outlet.
- Execute territory plan to deliver secondary sales target.
- Put in place and development of the field sales organisation – recruitment, training and capability building.
- Understand the brand point of channels and develop channel / outlet based implementation plans.
- Conduct performance review against action plans.

March 2021 - June 2022
Territory Sales Officer
Square Food & Beverage Ltd.



- Achieving total value & volume sales target and ensuring optimum product's distribution & visibility.
- Monitoring distributors' stock, ensuring timely payment from distributors and receiving claim adjustment.
- Ensuring coverage and availability as per the norms & resolving problem at immediate subordinate & out-level.
- Training the Sales Officers & Senior Sales Officers in their daily activities and communicating all the promotional schemes to the subordinates, retailers and distributors.

RECOGNITIONS_

Best Presenter | Business Management | East West University
Best Creative Poster | Business Management | EWU
Runners Up | iGenius | Grameenphone & Prothom Alo
Best Sales Strategist | Upwork Freelance Projects

CONTACT_



Bornomala Road, Mawna
Sreepur, Gazipur, Dhaka



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miltonsaha.com

EDUCATION_

Bachelor of Business Administration
East West University
Accounting | Marketing
2020 | CGPA: 3.07

Higher Secondary Certificate
Abdul Kadir Mollah City College
Business Study
2014 | GPA: 5.00

Secondary School Certificate
Madhabdi S.P. Institution
Business Study
2012 | GPA: 5.00

REFERENCE_

Foad Hasan
Region Head
Marico Bangladesh Ltd.
foad.hasan@marico.com

Ishtiaque Uddin Ahmed
Distribution Sales Head
Marico Bangladesh Ltd.
ishtiaque.ahmed@marico.com



MILTON SAHA

SALES PROFESSIONAL

PERSONAL INFO_

Father's Name : Madhab Saha
Mother's Name : Shila Saha
Date Of Birth : 2 February 1996
Height : 6 ft.183 cm.
Blood Group : O+ (Positive)
Hometown : Companyganj, Cumilla
Religion : Hinduism
Nationality : Bangladeshi

PERSONAL TRAITS_

Persuasive Skill	●●●●●●
Leadership	●●●●●●
Teamplayer	●●●●●●
Communication	●●●●●●
Problem Solving	●●●●●●

TECHNICAL SKILLS_

MS Office	●●●●●●
Photoshop	●●●●●●
Media Encode	●●●●●●
Android Maturing	●●●●●●
Web Development	●●●●●●

LANGUAGES_

BANGLA - Native
ENGLISH - Proficient
HINDI - Fluent

EXTRA-CURRICULAR_

Daraz Bangladesh Limited | Sales Consultant

- Reach to the prospects and make direct sales along with work as an influencer for establishing word of mouth.

Orient Overseas Container Line (OOCL) | Intern

- Handle outbound tasks regarding B/L & Providing direct assistance to the clients.

UPWORK | Sales Strategist

- Work for various remote clients for looking after their Digital Sales & Ad Operations.

SHOPiCON BD | Owner & Founder

- An F-Commerce based service business of importing various products from overseas and delivering them directly to local consumers.

GoGirls.life | SEO Article Writer

- A Femininity & Lifestyle based website where I have worked as SEO article writer for getting organic reaches & traffics to the website.

Techunes.com.bd | Techtuner

- World's first & largest & popular complete unicode based tech blog website. I have worked as a full time techtuner there.

Green Week | CSR Worker

- Green Week is a CSR based activity highlighting about the environment and OOCL's outline in Community Responsibility Core Value.

HOBBIES_



Android
Development



Reading
Books



Bitcoin
Faucets



Travelling
Places