



IRFANUL HASSAN

Contact number: +46764436859

LGH-1114, 17070 Kunshamra 31, Solna

Email: irfankushal02@gmail.com

OBJECTIVE

Pursuing a career in an organization which has wonderful working environment, where applying knowledge and skills can be possible through hard work and where options available for self-development that to help personal and organizational goals.

EDUCATION

Education Level	Institute	Group/Major	GPA/CGPA	Passing Year
Masters in Accounting and Management Control	Stockholm University	Accounting and Management control	3.42	Continuing
Diploma in Software Development: Fullstack Web Development	Code Institute	Html, Css, Javascript, Python		
Bachelor of Business Administration(BBA)	North South University	Finance and International Business	3.37	2016
Higher Secondary Certificate(SSC)	Notre Dame College	Commerce	5.00	2009

Job Experience:

Foodora, Sweden

Department: Sales

Designation: Regional Sales Representative (October 2019-Countinuing)

Japan Tobacco International, Bangladesh(JTI)

Department: Sales capability

Designation: Training Executive(May 2019- September 2019)

Duties/Responsibilities:

- Providing training to Area Manager, Territory Officers, sales representatives, brand ambassadors, company merchandisers and other related employees.
- Getting market insights, audits and observing sales.
- Preparing reporting works of territory Head Office. Example: Return on Investment (ROI).
- Planning the sales target for each route and dividing responsibilities to all sales force.
- Working collaboratively with DIPO In-charge, Area Manager, Regional Manager, and head office.
- Making salary sheet for each employees delivering salaries and rewards to employees and communicating with head office. Counseling with employees about their problems, providing suggestions, and helping them as per company rules and regulations..

Foodpanda Bangladesh(Foodora)

Department: Sales

Designation: **Business Development Executive**(August2018-May2019)

United Dhaka Tobacco Industries(Currently known as JTI)

Department: Sales

Designation: **Territory Officer** (January 2017-January2018)

Extracurricular Activities:

- Won first prize at Notre Dame Science Fair 2010.
- The president of Notre Dame Cultural Club.2011.
- Stood 2nd at Inter school Debatingcompetition in 2008.
- President of Notre Dame Cultural Club.(2011-12)
- Participated as volunteer for the distribution of winter clothing among the poor in 2012.
- Organizer of North South University Social Service Club.(2014).
- Participated in the ACE(Annual Cultural Evening) at N.S.U as member of NSUSS(North South University ShankritikShongoton) in 2015.
- President of Student Association of Bangladesh

Languages:

- Bengali: Speaking, Reading, and Writing.
- English: Speaking, Reading, and Writing
- **Swedish:** Speaking, Writing, Reading
- Hindi: Speaking Ability.
- Arabic: Reading Ability.

Reference:

Ahmedul Hoque Imran Area Sales Capability Manager Japan Tobacco International (JTI), Dhaka,Bangladesh Email:ahmedul.hoque@jti.com	Åsa Ronninger Sjölander Regional Sales Manager, Foodora Stockholm,Sweden Email: asa.ronninger@foodora.se
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