

MD. JAYED AL JONEY

Sales & Marketing Specialist

I have 6 year+ experience in sales and marketing. I am honest self-motivated and hardworking person with positive attitude towards my career and life.



jayedjoney@gmail.com ✉

+880 1780563471 📞

Housing more, Sadar, Dinajpur 📍

WORK EXPERIENCE

SENIOR TERRITORY MANAGER

PayWell (A Division of ShopUp)

04/2022 -03/2024

Responsibilities

- Search and deploy Dealer to expand business of the company.
- Understand product features and deploy related dealer for long term sustainability of business.
- Develop in-depth knowledge of core products (FMCG products, Commodities, Digital Products, Aggregated Payment Platform etc.)
- Basic understanding of Distribution basics of ROI, Revenue model, Cost structures etc.
- Create and execute territory Sales & Distribution plan that meets or exceeds GMV and Revenue Targets.
- Extensive visit and closely monitor to dealer and merchant for business development.
- Build long term and productive relationship with all the key stakeholders of the Channel.

TERRITORY MANAGER

Digital Healthcare Solutions(A Division of Grameen Telecom Trust)

11/2020 - 04/2022

Responsibilities

- Achieve Sales target of the assigned territory by ensuring proper distribution of products and retail channel activities.
- Lead and coach a team of 45 sales executive (SE) and 3 TSOs to develop their capability.
- Devise effective territory sales and marketing strategies.
- Analyze data to find the most efficient sales methods. Meet with customers to address concerns and provide solutions.
- Discover sales opportunities through consumer research.
- Present products and services to prospective customers.
- Participate in industry or promotional events to cultivate customer relationships.
- Assess sales performance according to KPIs.

TERRITORY OFFICER

Digital Healthcare Solutions(A Division of Grameen Telecom Trust)

05/2018 - 11/2020

Responsibilities

- Promote company's existing brand to the market.
- Maintain good relationship with existing clients and potential clients.
- Coordinate team brand and communication.
- Implementation of new sales plan.
- Monitor effectiveness of marketing communications.
- Write and present reports to senior management.

SKILLS & COMPETENCIES

Sales and Marketing

Zone Marketing

Manpower Managing

Route Analysis

Employee Relationship Skill

Strong Communication Skills

Distribution and Lead Collection

EDUCATION

M.B.A

Finance

Asa University

Bangladesh

Year: 2018, Result: 3.28

B.S.S

Political Science

Gono

Bishwabidyalay

Year: 2015, Result: 3.49

Higher School Certificate (HSC)

Humanities

Birampur Govt. College

Year: 2010, Result: 3.30

Secondary School Certificate (Dakhil)

Humanities

Pali Proyagpur Dakhil Madrasah

Year: 2008, Result: 4.25

TEAM LEAD

Telenor Health Bangladesh

01/2017 – 05/2018

Responsibilities

- Promote company's existing brand to the market.
- Maintain good relationship with existing clients and potential clients.
- Coordinate team brand and communication.
- Implementation of new sales plan.
- Monitor effectiveness of marketing communications.
- Write and present reports to senior management.

SOFT SKILLS

- Proficient in MS Word, MS Excel, MS Power Point.
- Fluent in Bengali & English both in reading, written & spoken form.



PERSONAL INFORMATION

Name : Md. Jayad Al Joney

Father's Name : Abdul Halim

Mother's Name : Farida Begum

NID : 4171150354

Date of Birth : 1st Jan, 1991

Permanent Address: Village-Sreepur Post- Sreepur
Thana- Birampur, District-Dinajpur.

Present Address : Housing More, Sadar, Dinajpur.



REFERENCE

Mohammad Lutfur Rahman

Sales Operation Lead

Praava Health

Cell: 01610002720

Fahim Nazam Us Sakib

Head Of Category

Development

ShopUp

Cell: 01711081036