

# Md. Sayed Hossain

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📍 Holding 108, Grameen Bank Road, Sahebganj, Bakerganj, Barishal.

🌐 linkedin.com/in/sayed-hossain 🔗 Personal Website



## PROFESSIONAL SUMMARY

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Results-Driven Logistics & Operations Specialist Experienced with 5+ years of success in delivery management, sales operations, financial reporting, and administrative leadership. Demonstrated expertise in managing first-mile and last-mile logistics, route planning and optimization, and implementing AI-driven process automation. Proficient in inventory control, KPI tracking, data-driven decision-making, and cross-functional team coordination. Strong command of CRM systems and digital tools, including Google Workspace, Microsoft Excel, and cloud-based platforms. Adept at streamlining workflows to enhance operational efficiency and customer satisfaction.

## CORE COMPETENCIES

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- 3PL Operations & Delivery Management
- Financial & Inventory Control
- Data Analysis & Reporting
- Administrative Management
- AI-Based Reporting Automation
- Route & SLA Optimization

## PROFESSIONAL EXPERIENCE

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### Hub Manager at REDX Delivery

2021 – 2025

Barishal Central Hub

- Handling first-mile and last-mile operations.
- Preparing delivery reports on a daily, weekly, monthly, and yearly basis.
- Collecting and analyzing reports from hub-wise, area-wise, and zone-wise.
- Managing data on delivery, salary, incentive, and commission
- Maintaining weekly and monthly lost and damage reports.
- Analyzing financial data and creating reports accordingly.
- Handling frontline employees and Hub management issues
- Monitor team performance and report on metrics.
- Listen to team members' feedback and resolve any issues or conflicts.

### Virtual Sales Manager at Al Zamzam Trade

2020 – 2021

Dhaka

- Set and tracked monthly sales targets using CRM systems.
- Developed and implemented digital marketing campaigns across social media.
- Identify opportunities for improvement and implement them.
- Evaluated sales processes and suggested improvements.
- Creating social media advertisements.
- Taking digital marketing strategies as needed.

### Territory Sales In-charge at Pidilite Speciality Chemicals BD Pvt Ltd

2019 – 2020

Barishal

- Present, promote, and sell products to existing and prospective customers.
- Establish, develop, and maintain positive business.
- Reach out to customer leads through cold calling.
- Achieve agreed-upon sales targets and outcomes within the schedule
- Coordinate sales efforts with team members and other departments

- Analyze the territory/market's potential, track sales, and status reports
- Keep abreast of best practices and promotional trends

#### Accountant & Inventory Manager at Firoz Chemicals

2018 – 2019

Dhaka

- Managed financial transactions, reporting, and compliance.
- Compiling, analyzing, and reporting financial data.
- Prepared profit & loss statements and inventory reports.
- Preparing Damage reports.
- Preparing profit & loss statement.

## TECHNICAL SKILLS

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|----------------------|----------------------------|
| • Advanced Computing | • Artificial Intelligences |
| • Google Workspace   | • MS Office                |
| • Digital Marketing  | • Design and Multimedia    |
| • CRM Management     | • Cloud Data Management    |
| • Team Management    | • Data & Analytics         |

## EDUCATION

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<b>MBA in Marketing</b> , Govt. Brojomohun College, Barishal CGPA 3.16 Out of 4.0	2019 – 2020 Barishal
<b>BBA in Marketing</b> , Govt. Brojomohun College, Barishal CGPA 3.32 Out of 4.0	2015 – 2019 Barishal
<b>HSC in Business Studies</b> , Ahammad Harun BM Institute GPA 5.0 Out of 5.0	2013 – 2015
<b>SSC in Science</b> GPA 5.0 Out of 5.0	2012 – 2013

## CERTIFICATES

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**Certificate in National Skill Standard Basic Course Examination** (Secured Grade A+) •  
**ShopUp Value Certificate** [↗](#) • **Zero Tolerance Awareness** [↗](#) • **Manager Excellence** [↗](#)

## ORGANISATIONS

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<b>Stand For Animals</b> , Co-Founder and Team Leader	2018 – 2019 Barishal
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## LANGUAGES

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| • English | • Bangla |
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## REFERENCES

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**Samir Chandra Gharami**, *Regional HR Partner*, REDX Delivery  
 samir.chandra@shopup.org, +8801325-072417