



Md Iqbal Hussain *Distribution Manager*

✉ mdqbalhussain651@gmail.com ☎ +8801613098846 📍 Habiganj
🌐 linkedin.com/in/md-iqbal-hussain-a5819122b

🎓 EDUCATION

Shahjalal College, Habiganj, Bachelor of Business Administration (BBA) | Major: Accounting
2018
Result: CGPA 2.76/4.00

Alif Subhan Chowdhury College, Higher Secondary Certificate (HSC) | Group: Business Studies
2014
Result: GPA 3.90/5.00

Manab Kyllyn High School, Secondary School Certificate (SSC) | Group: Humanities
2012
Result: GPA 3.50/5.00

🧠 CORE COMPETENCIES & SKILLS

Leadership & Management
Operational Skills: Strong leadership, Staff Management, Strategic Territory Management, Problem-solving and Critical Planning. Thinking, Adaptability.

Communication: Strong Communication and Stakeholder Management.

🧠 TECHNICAL SKILLS

Data Management Documentation
MS Excel: Advanced reporting, Sales charts, and Daily target tracking.
MS Word: Official correspondence, Report writing, and Documentation.
MS PowerPoint: Preparing sales plans and territory performance reviews.

Presentation
MS PowerPoint (Preparing sales plans and territory performance reviews).

👤 CAREER SUMMARY

Result-oriented sales and distribution professional with a BBA in Accounting and over 3 years of proven experience in the MFS industry as a Distribution Manager (bKash Ltd. distributor).
Expert in territory management, KPI achievement, and leading sales teams to drive market growth.
Recognized as 'Best Distribution Manager' for outstanding performance in sales campaigns.

👜 PROFESSIONAL EXPERIENCE

Distribution Manager, Kazi Communications (Authorized Distributor of bKash Ltd.)
09/2022 – 08/2025

- **KPI & Operations:** Managed daily operations of the distribution house, ensuring 100% KPI achievement for the territory.
- **Market Monitoring:** Monitored daily activities like cash management (Lifting & refund), strike rate, and KYC collection versus monthly targets.
- **Strategic Planning:** Developed route and visit plans for the team and ensured proper maintenance of BIN cards and product availability at agent points.
- **Growth & Development:** Executed agent rollouts, developed existing agents, and created a pool of "pet agents" to strengthen the network.
- **Reporting & Feedback:** Provided daily updates to supervisors and shared business development scopes with the house owner based on market feedback.
- **Customer Support:** Attended customer complaints and provided complete support to maintain service excellence.

🏆 KEY ACHIEVEMENT

Best Distribution Manager
01/07/2023
Recognized for outstanding performance in the Cumilla Area DM Campaign.