

Resume

Mailing Address

MD FERDOUS MIAH

Contact: 01737768819

Email: mdferdouswyahed@gmail.com

Address: 39/7, 1/A E, Hazipara, East Rampura, Dhaka-1219



Career Summary

Results-driven and customer-focused sales professional with hands-on experience in field sales, brand promotion, and team management. Skilled in lead generation, customer handling, and achieving sales targets. Seeking a challenging position as a Territory Sales Manager to utilize leadership, sales strategy, and market analysis skills for business growth.

Work Experience

Territory Manager

Sajib Chemical Company Ltd. (Ramy Cosmetics)

Duration: (May 2025 – Present)

Territory: Habiganj

Currently managing the Habiganj territory, ensuring consistent sales growth and market expansion

- Developed and maintained strong relationships with retailers and distributors
- Achieved monthly and quarterly sales targets through effective planning and execution
- Monitored market trends, competitor activities, and customer demand to adjust sales strategies
- Ensured product availability and smooth distribution across assigned areas
- Conducted regular field visits and supervised retail activities to maximize product visibility
- Monitored and guided sales team performance to ensure target achievement and improve productivity
- Collected market feedback and provided actionable insights to management for business improvement

Promoted from Territory Sales Manager

Cocola Food Products Limited

Duration: (July 2022 – April 2025)

Territory: Keraniganj Territory

- Developed and maintained strong relationships with retailers and distributors
- Achieved monthly and quarterly sales targets through effective planning and execution
- Monitored market trends, competitor activities, and customer demand to adjust sales strategies
- Ensured product availability and smooth distribution across assigned areas
- Conducted regular field visits and supervised retail activities to maximize product visibility
- Monitored and guided sales team performance to ensure target achievement and improve productivity
- Collected market feedback and provided actionable insights to management for business improvement

Sales Officer

Cocola Food Products Limited

Duration: (August 2018 – June 2022)

Area: Keraniganj Territory

- Promoted company products to retailers and ensured proper product placement
- Visited clients regularly to build strong relationships and increase sales
- Explained product features and benefits to customers to support buying decisions
- Collected market feedback and reported to management for business improvement
- Worked closely with distributors to ensure smooth product supply and availability

Academic Qualification

Exam	Institute	Subject	Board/University	Year	GPA
Bachelor (Degrees)	Tejgaon College	BBS	National University	2021	2.95
HSC	Govt. Nazmul Smrity College	Commerce	Dhaka	2018	3.33
SSC	Taraganj Govt. Pilot High School	Commerce	Dhaka	2015	2.89

Skills

- Sales & Marketing Strategy
- Team Leadership & Supervision
- Customer Relationship Management (CRM)
- Lead Generation & Conversion
- Communication & Negotiation
- Market Analysis & Planning

Technical Skills

- Microsoft Word, Excel & PowerPoint (Expert)
- Basic Digital Marketing

Personal Information

Father's Name	: Md Ismail Hossain
Mother's Name	: Mst. Ferdousi Begum
Date of Birth	: 19 Nov 1999
Gender	: Male
Marital Status	: Unmarried
Blood Group	: B+
Religion	: Islam
Nationality	: Bangladeshi
National Id No.	: 4207848856
Permanent Address	: Vill- Gollarpar, PostOffice- Nakshi, Thana- Nalitabari, Distric- Sherpur.
Current Location	: 39/7, 1/A E, Hazipara, East Rampura, Dhaka-1219.



Signature