

# ARUP KUMAR BOSE

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## CAREER OBJECTIVE

Building up a career, not merely for a means of living but also for a means of making life meaningful and satisfactory. I believe that my academic qualifications and professional experiences will provide me necessary knowledge and skills to handle any challenging tasks comfortably.

## PROFESSIONAL EXPERIENCE

Area Sales Manager (4 December 2016 - 13 July 2019)

Kazi Foods Industries Ltd (Kazi Farms Group)

Brand Name: Kazi Farms Kitchen (Frozen Foods), Bellissimo & Za'n zee (Ice-cream)

Company Location: 84, Dhanmondi, 7/A, Ahmed & Kazi Tower, Dhaka-1209

Department: Sales

### Duties/Responsibilities:

- Ensuring achievement of sales target by establishing effective supervision, coordinating among relevant departments and exploring new opportunities.
- Identifying new business opportunities by influential, generating sales volume by expanding dealers and retailers.
- Implementing all trade promotion and consumer promotion as per the plan.
- Keeping professional relationship with dealers, sub-dealers and retail stores.
- Credit Management and all kinds of bank Transaction.
- Organizing and conducting training/briefing about product and market to ASO,DSR and SR.
- Maintaining store freeze and retail freezer.
- Maintaining A to z cold chain to distribute products.
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Marketing Executive Officer (2 February 2014 – 30 July 2016)

Apollo Traders (Premium Distributor of Holcim Cement BD Ltd)

Company Location : Apollo Traders, Amtoli, Comilla, Bangladesh

Brand Name: Holcim Cement

Department: Sales

**Duties/Responsibilities:**

- Establishing, maintaining and expanding retailers and Sub-dealers.
- Collecting customer feedback and conducting market research.
- Visiting retailers and monitoring their sales.
- Reaching the targets and set goals for the area.
- Providing information about their problems to the management, and always contact them to increase sells.
- Manage cash collection and implement corrective actions.

**EDUCATIONAL BACKGROUND**

Exam Title	Concentration/Major	Institute	Result	Pass.Year	Duration
MBS	Finance & Banking	Govt. Titumir College, Dhaka	First Class	2012	1 Year
BBS (Hons)	Finance & Banking	Sheikh Borhanuddin Postgraduate College, Dhaka	Second Class Marks: 58%	2011	4 years
HSC	Business Studies	Day Night Degree College, Satkhira	CGPA: 4.6 out of 5	2007	2 years
SSC	Science	D.B. United High School	CGPA: 3.88 out of 5	2005	-

**Training Summary**

Training Title	Topic	Institute	Country	Location	Award	Year	Duration
Selling Skills for High Performance	How to improve personal skills for sales	Future Leaders, facilitator: Quazi M Ahmed	Bangladesh	Dhaka	Best Participation Award	2018	One day
Creative & Effective Selling Techniques	How to improve sales & confidence	Facilitator - Rajib Ahmed	Bangladesh	Dhaka	-	2017	One day
Diploma in Computer Database	MS Word, MS Excel, Power-Point etc	Gazi Computer Training Centre, Satkhira	Bangladesh	Satkhira	-	2011	6 months

### PERSONAL SKILLS

- Able to make prompt and intelligent decision
- Good team player and a leader
- Flexible in nature
- Enhanced interpersonal skills
- Meticulous and diligent worker
- Sound knowledge on MS Word, MS Excel, MS Power-Point, Internet Browsing etc

### INTERESTS

- Reading books
- Playing Cricket
- Traveling
- Listening to music

### LANGUAGES KNOWN

- Bengali (Reading, writing and speaking)
- English (reading, writing and speaking)

### PERSONAL INFORMATION

Father's Name : Santosh Kumar Bose  
Mother's Name : Ashoka Rani Bose  
Date of Birth : 7 June 1990  
Gender : Male  
Marital Status : Single  
Nationality : Bangladeshi  
National Id No. : 19908718247000140  
Religion : Hindu  
Permanent Address : Arup Kumar Bose, Vill & Post: Brahmarajpur, PS & DIST: Satkhira

### REFERENCE (S):

Name	: Narayon Chandra Chanda MP	Md. Mosarrof Hossain Bhuyan PPM
Organization	: Govt. of the People's Republic of Bangladesh	Bangladesh Police
Designation	: Member of Parliament (M.P)	Deputy Inspector General (DIG) City Special Branch (SB)
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