

VACANCY ANNOUNCEMENT

We, MegaStar Technology; an IT Accessories, E-commerce and Distribution (National Partner of an International Brand) based company is looking for some young, dynamic and hardworking professionals for the following positions

1. Regional Sales Manager (RSM)

Job Responsibilities

- Ensure direct sales through managing retails, handle product complaints and ensure necessary information flow to different stakeholder continuously.
- Develop and maintain business relationships with current customers and prospective customers in the assigned territory to generate sales and ensure deposit within time
- Plan and organize personal sales strategy based on dealer and retailer both by increase of existing dealer business and addition of new customers.
- Identify new market opportunities and ensure the effective development of sales.
- To create new dealer/distributor/Retailer and ensure smooth distribution in each & every dealer/distributor/Retailer point to minimize the waste of time & expenses of the company.
- Forecast market needs extensive knowledge on target based marketing management and ensure sales target.
- Lead & monitor all sales channels of regions/areas attaining the required standard and regular market visits to ensure the daily sales.
- Establish effective marketing & sales strategy for Mobile accessories and other electric and electronic appliances.
- Responsible for achieving individuals monthly/annual sales target.
- To develop sales plans and budget to achieve the monthly / annual sales targets.
- To plan & ensure high product visibility in the market and minimize market gap.
- Day to day monitoring of sales & collection achievement to achieve monthly target.
- Plan periodical visits to the dealers and retailers to develop new dealer & increase sales target.
- Arranging market development programs to boost up the relations and sales.

Educational Requirements

- Bachelor/ Masters in Discipline (Preferable in BBA/ MBA in Marketing)
- Experience Requirements of 7 to 10 years

Additional Requirements

- Candidates must experience in Mobile & Mobile accessories Retail Sales & Marketing.
- Excellent mentoring, coaching and people management skills.

Salary: Negotiable

Compensation & Other Benefits:

- Attractive KPI & performance bonus
- T/A, Mobile bill
- Salary Review: Yearly

- Festival Bonus: 02
- Others as well as Per Company Policy

Employment Status: Full-time

Job Location: Dhaka (South + North), East+ West.

2. Territory Sales Officer / Territory Sales Manager (TSO /TSM)

Job Responsibilities:

- Ensure direct sales through managing retails, handle product complaints and ensure necessary information flow to different stakeholder continuously.
- Develop and maintain business relationships with current customers and prospective customers in the assigned territory to generate sales and ensure deposit within time
- Identify new market opportunities and ensure the effective development of sales.
- To create new dealer/distributor/Retailer and ensure smooth distribution in each & every dealer/distributor/Retailer point to minimize the waste of time & expenses of the company.
- Forecast market needs extensive knowledge on target based marketing management and ensure sales target.
- Establish effective marketing & sales strategy for Mobile accessories and other electric and electronic appliances.
- Responsible for achieving individuals monthly/annual sales target.
- To plan & ensure high product visibility in the market and minimize market gap.
- Day to day monitoring of sales & collection achievement to achieve monthly target

Educational Requirements

- Bachelor/ Masters in Discipline (Preferable in BBA/ MBA).
- Experience Requirements of 2 to 4 years.

Salary: Negotiable

Compensation & Other Benefits:

- Attractive KPI & performance bonus
- T/A, Mobile bill
- Salary Review: Yearly
- Festival Bonus: 02
- Others as well as Per Company Policy

Employment Status: Full-time

Job Location: Dhaka, Kustia, Bogra, Chattogram, Barishal, Sylhet, Rangpur, Rajshahi, Khulna, Faridpur.

3. Sr. Test and Service Engineer

Job Responsibilities:

- Test feedback with proper occurrence path, logs, screen shot and screen video.
- Timely communication with project owner for rectify issues
- Receive, Check, Repair faculty products return from customers.
- Entry on SW service warranty validity data.
- Contact customers for non-warranty claim.
- Check all functional test cases timely and accurately.
- Check open issues test cases on priority in simultaneous and future projects.
- Check spec and other feature
- Find new test cases and execute in next project.
- Step by step SW, HW testing for both running & potential products as per checklist and spec.
- User experience level testing.

Educational Requirements

- BSc in Computer /Electrical/Electronics /Telecom
- Experience Requirements of 2 to 4 years.

Additional Requirements

The applicants should have experience in the following area(s):

- Mobile, Accessories, lot products Test & Service Engineer.
- Good communication (written/verbal) in both Bengali and English & presentation skills.
- Proficient in MS-Word, Excel, Power point.
- Strong analytical, technical & leadership ability and work as a strategic thinker.

Salary: Negotiable

Compensation & other benefits: Mobile bill, yearly salary review, 02 Festival bonus and others as per company policy.

Employment Status: Full-time

Job Location: Dhaka.

4. HR & Admin Officer (Male/Female)

Job Responsibilities

- Recruiting staffs and consultants.
- Onboarding and training staffs.
- Administration of pay and benefits.
- Liaison between employees and employers. Ensuring safety of workers.
- Ensuring legal requirements for workers are in place and upheld.
- Ensuring staffs follow organizational policy and procedure. Maintain records of staff attendance, leaves etc.

- Any other work assigned by supervisor or management when and if required.

Educational Requirements

- BBA or MBA (major in HRM) from any reputed university.
- Experience Requirements of 1 to 2 years

Additional Requirements

- Females are encouraging to apply. Skilled in professional business communication.
- Familiar with corporate HR Policy, Administrative procedure and documentation.
- Experience in dealing with professional conflict and complaint management.
- Candidate from Telecom & IT Accessories industry will get preference
- Skilled in typing in Bengali, English.
- Well conversant both in Bengali and English.

Salary: Negotiable

Compensation & other benefits: Mobile bill, yearly salary review, 02 Festival bonus and others as per company policy.

Employment Status: Full-time

Job Location: Dhaka including field trips as per project requirement.

5. Digital Marketing & Online Sales (Female)**Job Responsibilities**

- Make sales over phone calls.
- Tracking, recording and reporting sales on a daily basis.
- Handle and solve customer queries and grievances.
- Maintain knowledge of inventory of the B2B channels.
- Meet a monthly sales target.
- Any other work assigned by supervisor or management when and if required.

Educational Requirements

- Must be completed BBA/ (Marketing) / ENG / Bachelor degree in any discipline
- Experience Requirements of 1 to 2 years

Additional Requirements

Age Limit 22 to 30 years. Those who have worked in previous e-commerce fields have higher priority.

Salary: Negotiable

Compensation & other benefits:

- Attractive KPI & performance bonus
- T/A, Mobile bill
- Salary Review: Yearly
- Festival Bonus: 02
- Others as well as Per Company Policy

Employment Status: Full-time

Job Location: Dhaka