


Jamuna Group

Assistant General Manager (AGM), Dealer Sales

Matching Percentage PRO

Medium

Low  High

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Application Deadline : 30 Jun 2026

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All	Requirements	Responsibilities	Skills & Expertise	Company Information
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Vacancy: --	Age: At least 35 years	Location: Anywhere in Bangladesh
Salary: Negotiable	Experience: 8 to 12 years	Published: 06 Jun 2026

Applicants are encouraged to submit **Video CV**.

PRO  **Application Insights** [View](#) 

Requirements

Education

- Bachelor of Business Administration (BBA) in Marketing
- Master of Business Administration (MBA) in Marketing

Experience

- 8 to 12 years
- The applicants should have experience in the following business area(s): Electronic Equipment/Home Appliances, Group of Companies, Manufacturing (Light Engineering and Heavy Industry)

Additional Requirements

- Age At least 35 years
- Only Male

Responsibilities & Context

Job Overview: We are looking for a seasoned sales professional with a proven track record in the consumer electronics/home appliances/durable industry to take full ownership of our dealer channel performance. The AGM will be responsible for expanding the primary network, but crucially, must possess the strategic acumen to drive "secondary sales" (sell-out from dealer to consumer), ensure robust collections, and lead a large field force of Zonal Managers and Field Officers to achieve market dominance.

Key Responsibilities:

Dealer Network Expansion & Management:

- Identify untapped markets and appoint new, financially sound dealers to increase geographical footprint.
- Build and maintain strong, profitable relationships with key dealer partners across the regions.

Driving Secondary Sales (Activation):

- Shift focus from mere primary billing to actual secondary stock movement. Develop and execute ground-level strategies to accelerate sell-out from dealer showrooms.
- Monitor dealer inventory health and ensure faster rotation of stocks through effective trade schemes and activation programs.

Receivables Management (Collection):

- Take full responsibility for timely collections from dealers.
- Ensure strict adherence to company credit policies and maintain a healthy cash flow by minimizing overdue outstanding.

Field Force Leadership:

- Directly manage, mentor, and monitor the performance of Zonal Managers (ZMs) and Field Officers (FOs).
- Set clear targets (KRA/KPIs) for the field team and ensure daily monitoring of sales activities and market visits.
- Conduct regular training and review meetings to uplift team capability and morale.

Skills & Expertise

- Analytical Skill Distribution Mangement Negotiation Skill Strong Leadership and Team Building.

Other Relevant Skills

- Dealer Networks Development Secondary Sales

Workplace

Work at office

Employment Status

Full Time

Gender

Only males are allowed to apply.

Job Location

Anywhere in Bangladesh

Company Information

Jamuna Group

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Address:

Jamuna Future Park, Ka-244, Progati Sarani, Kuril, Baridhara, Dhaka-1229

Business:

As an evolving private company that has continually grown within the competitive industry in Bangladesh, Jamuna Group possesses high values, but the most crucial value of the company is its human resources. The name, Jamuna group is inseparably associated with the name of Mr. Md. Nurul Islam, an architect a pioneer ultimately an Industrial leader in the private sector. He heralded the Jamunas appearance in the arena of private industrial sector in 1974 with the mission and vision of building newly independent Bangladesh as a happy and prosperous country. Jamuna started its journey with the Jamuna Electric Manufacturing Co. Ltd in 1974 and it pioneered the manufacturing electrical accessories and fittings in Bangladesh since 1975. To maintain its competitiveness in todays globalized modern market, Jamuna introduced the best technology along with machinery and expertise in Bangladesh. Jamuna developed and expanded its enterprises of multi-dimension for diversifying its product range. In course of 34 years of operation Jamuna Group expanded into a giant dynasty of 24 large scale SBUs. From textile to real estate, Jamuna Group has diverse business interests. The Group has ventured into electrical, engineering, chemical, leather, garments and textiles- including spinning, knitting and dyeing, cosmetics, toiletries, beverages, real estate, tyre, housing, print and electronic media sectors.