

AH STRATEGIC CONSULTING

Corporate Training | Leadership Development
Business Growth Advisory

FROM FIELD TO BOARDROOM

Experience-led learning. Strategy-led growth.

COMPANY PROFILE / 2027

Founder-led initiative | Bangladesh

01 / WHO WE ARE

Built on experience. Focused on execution.

AH Strategic Consulting is an emerging, founder-led corporate training and business advisory initiative designed to help organizations strengthen commercial capability, develop leaders and translate strategy into practical action.

Our perspective is shaped by 21+ years of the founder’s hands-on leadership experience across pharmaceuticals, automotive and agricultural machinery, connecting customer-facing realities with business-level decision making.

OUR PURPOSE

To help professionals and organizations turn knowledge into capability, capability into execution, and execution into sustainable business performance.

VISION

To become a trusted partner for practical learning, stronger leadership and sustainable business growth.

MISSION

To deliver relevant, experience-led training and advisory solutions aligned with real business challenges.

OUR PRINCIPLES

Customer value • Ethical leadership • Practical relevance • Continuous learning • Execution discipline

02 / FOUNDER & LEAD CONSULTANT

From Field to Boardroom



MD. ALAMGHIR HOSSAIN

Founder & Lead Consultant

Commercial and business operations leader with 21+ years of experience spanning frontline selling, dealer and distribution operations, nationwide sales leadership, institutional engagement and senior-management business reviews.

A CAREER BUILT ACROSS THREE INDUSTRIES

PHARMACEUTICALS

Field-level engagement across doctors, hospitals, pharmacies and healthcare-related sales channels.

AUTOMOTIVE

Motorcycle retail sales, dealer network development, frontline execution, team and business operations leadership.

AGRICULTURAL MACHINERY

Nationwide retail and institutional sales; government subsidy programs; internationally supported projects; and coordination with overseas principals.

03 / LEADERSHIP JOURNEY

Grounded in the field. Trusted in the boardroom.

The founder’s career spans the full commercial value chain: customer conversations, territory execution, distribution channels, large-team leadership, commercial planning and management-level performance reviews.

01 FRONTLINE

Customers, doctors, pharmacies, retail outlets and dealers

02 CHANNEL LEADERSHIP

Territories, dealer operations, corporate and institutional sales

03 BUSINESS LEADERSHIP

Nationwide teams, budgets, strategic planning and P&L reviews

04 SENIOR MANAGEMENT

Close collaboration with Managing Director, Directors and leadership teams

THE ADVANTAGE

Bringing execution realities into leadership conversations.

04 / SOLUTIONS

What we offer

CORPORATE SALES & MARKETING TRAINING

Customer value, consultative selling, sales process, SPIN, objection handling, negotiation and closing.

SALES LEADERSHIP & MANAGEMENT

Field coaching, performance reviews, team accountability, managerial communication and execution discipline.

CHANNEL & BUSINESS GROWTH ADVISORY

Dealer network effectiveness, territory productivity, corporate and institutional channels, and go-to-market planning.

CUSTOMIZED CORPORATE WORKSHOPS

Practical programs adapted to industry, participant level and business priorities, with cases, exercises and action plans.

ENGAGEMENT FORMATS

In-house workshops | Leadership sessions | Sales diagnostics | Facilitation | Project-based advisory

05 / LEARNING & PARTNERSHIP

Signature programs

MARKETING & SALES FOR SUSTAINABLE GROWTH

Customer value, marketing versus selling, the sales funnel, SPIN, OPDOC customer conversations, negotiation and closing.

COMPETITIVE BUSINESS STRATEGY & EXECUTION

Strategic positioning, competitive advantage, Five Forces, strategic fit, innovation and execution priorities.

SALES LEADERSHIP & TEAM PERFORMANCE

Coaching, goal setting, territory management, performance conversations and field leadership.

WHY PARTNER WITH US?

Cross-industry perspective. Practical case-based learning. A direct link between frontline behavior and leadership decisions. Action-oriented program design.

LET’S BUILD CAPABILITY THAT DELIVERS.

Discuss your organization’s training or advisory needs.

ahossainmt@gmail.com

Bangladesh | Corporate & institutional engagements

Proposed services; institutional client engagements are not claimed as completed by AH Strategic Consulting.