

Career Objectives:-

To work with a reputed professionally managed organization, with motivating climate, where growth of the individual is based on professional ethics and the merits of the individual is given singular importance. I seek a role, which entrusts me with a greater responsibility in terms of accountability and profitability for the organization & explore my skills to the best.

EDUCATIONAL QUALIFICATION

PGDM-ABM	2016-18	Vaikunth Mehta National Institute of Co-operative Management, Pune	66.25%
Bachelor of Business Management (Agri)	2016	Dr.Balasaheb Sawant Konkan Krishi Vidhyapeeth, Dapoli (Maharashtra)	75.70 %
Class XII	2011	Changu kana Thakur Secondary & Higher Secondary Vidyalaya, New panvel Dist-Raigad	53.83 %
Class X	2009	Patalganga Rasayani Industrial Association (PRIA SCHOOL), Rasayani (Maharashtra)	58.76 %

INDUSTRY INTERFACE**Anirit Urban Agro LLP (Vice President)- Sales & Marketing****SEPT 2019 –Till Date**

Location- Mumbai, Maharashtra

Key Learning's:

- To make awareness about Hydroponic farming in India for exotics vegetables
- Visit wholesale market to find buyers and make distributors
- Make tie-up with B2B Modern Trade in whole India for supply of exotics vegetables
- Coordinate with Polyhouse for customer requirements

Bigbasket (SuperMarket Grocery Supplies Pvt.Ltd.) (Alliance Manager) B2B-Sales FnV**OCT 2018 –JUNE 2019**

Location- Mumbai, Maharashtra

Key Learning's:

- To make database in whole Maharashtra to find wholesaler in market and appoint them as distributor
- Allying and promote about organization with local vendor and make him to connect with distributors
- Coordinate with Collection centre team for Customer requirement
- Make them update daily for price changes in market for products

Savannah Seeds Pvt Ltd (MST- Territory Incharge)**FEB 2018 – OCT 2018**

Head Quarter - Rewa, Madhya Pradesh

Key Learning's:

- To promote smart rice technique in farmers and Dealers
- Maintain Relationships & give service to Farmers
- Distributor-Dealer Relationship/connecting them for long term partnership with organization
- Village Level Meetings (VLM), Mega Meeting (MM) Interaction with farmers
- Product Placements & Collections from various markets
- Identify top Distributors/Retailers for sales in Territory
- After sales Service to farmers for smart technique of rice

PROJECTS UNDERTAKEN**PGDM & UG****1) Sinochem India Company Pvt. Ltd., Summer Trainee****April 2017 – May 2017**

Title: Implementation and Evaluation of Marketing Program to Study the Impact of Brand Awareness of Fast-Mix in South Punjab.

Head Quarter- Ferozepur, Punjab.

Key Learning's:

- Farmers Mind Set & Buying Behaviour
- To Evaluate the brand awareness of products among Farmers
- Analysed Distributors and Dealers Problems
- Product Promotion and Capturing leads and converted it into Final Orders

2) Bigbasket (SuperMarket Grocery Supplies Pvt.Ltd.) *Live Project Trainee***Sept 2017 – Oct 2017****Title: “Wet waste-Fruits & Vegetable (F&V) Management”****3) Sahakarmaharshi Bhausaheb Thorat Sahakari Sakhar karkhana Limited, ELP****June 2015 – Aug 2015****Title: “ Marketing Management of Agricultural Input Industry” (Mass Production Of Different Bio fertilizers)****Location- Sangamner, Ahmednagar, Maharashtra****4) Vaibhav Foods (Food Processing Small Scale industry)** *In-Plant Training Programme***Jan 2016 –Feb 2016****Title: “To Study The Whole Food Processing Unit ”****Location- Panvel, (Navi Mumbai) Maharashtra****POSITIONS OF RESPONSIBILITY**

Academic Committee Member	<ul style="list-style-type: none"> Official Member of Academic Committee, VAMNICOM (Batch 2016-18)
Member of Rotaract club of VAMNICOM,	<ul style="list-style-type: none"> Official Member of Rotaract Club of VAMNICOM.
Sports committee member	<ul style="list-style-type: none"> Official Member of Sports Committee VAMNICOM (Batch 2016-18) Arrangements of Sports in Campus To Bring Quotations and to Provide Equipment For Sports
Co-ordinated SPARDHA'17, VAMNICOM	<ul style="list-style-type: none"> Official Member of Registration & Online promotion committee of SPARDHA'17 of VAMNICOM.
Anchoring	<ul style="list-style-type: none"> Hosted Annual Gathering organised by Under Graduation College.
	<ul style="list-style-type: none"> Responsible for branding and publicity of Institute through different ways.

ACHIEVEMENTS

Certifications	<ul style="list-style-type: none"> Certificate of Participated in National level seminar on “FMCG-Navigating Future” Certificate of Participated in PRIMARY RESEARCH under Nivara’s Project PEHCHAAN on 5 February 2017 in Mumbai (Maharashtra) Certificate of Participated in workshop of IIM Calcutta Event Certificate awarded by UG College for actively involving in inter college sports tournaments & Social activities in campus Successfully Completed United Karate Sports Association (Yellow Belt), Maharashtra Completed Maharashtra State Certificate in Information Technology
Volunteering	Volunteered for Blood Donation Camp organized by VAMNICOM
Other Achievements	<ul style="list-style-type: none"> Winner of inter college Sports Tournaments in Badminton (Singles) Runner up of inter college Sports Tournaments in Badminton (Doubles)

INTERESTS

<ul style="list-style-type: none"> To Play Badminton, Travelling
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LANGUAGES KNOWN

<ul style="list-style-type: none"> English, Hindi & Marathi
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