



Pavan Raj G H

Date of birth: 15/04/1992 | **Nationality:** Indian | **Gender:** Male |

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<https://www.linkedin.com/in/pavan-raj-8129b476> | Mangalore, India

About me:

Business Development Manager with strong communication skills, technical know-how, and problem-solving skills gained through studies & exposure in international environments.

WORK EXPERIENCE

18/10/2013 – 31/05/2016 – Bangalore, India

AGRI COMMODITIES - INSPECTION – BUREAU VERITAS GROUP COMPANY

Job responsibilities under food security included

- Carry out Agri- commodities inspection throughout Karnataka State, India under public sector rural development projects called Mid day meal program & Public Distribution System (PDS).
- Quality control and certification of various Agri commodities based on ISO 9001 specifications.
- Send test reports to the concerned organisations of India.
- Handled the team of 8 to 10 members for chemical and physical analysis of Agri commodities throughout the State.
- Tested commodities where later approved for final consumption for the Rural poor & school children's.

<https://www.bureauveritas.co.in/> | Bangalore, India

<https://drive.google.com/file/d/1Qv6pJMgxVckVnyA4rdpBFtEfj5EHgidE/view?usp=sharing>

22/11/2021 – CURRENT – New Delhi, India

BUSINESS DEVELOPMENT MANAGER (CEREALS) – AGRICULTURAL PROCESSED FOOD PRODUCTS EXPORT DEVELOPMENT AUTHORITY (APEDA), GOVT. OF INDIA

Work experience in Divisions of Agri export policy, Cereals, and Organic Agri clusters of APEDA.

Job responsibilities include :

- Handling financial assistance schemes of APEDA under export infrastructure development.
- Solving technical problems related to trade issues and queries related to Cereals Division
- Organizing International Buyer-Seller Meets, (Physical & Virtual), Trade fares etc.
- Assist in signing MoUs with other organizations in order to promote Agri export from India
- To convey decisions on contentious issues to senior level management.

Agriculture, forestry and fishing | yapaep1@apeda.gov.in | <https://apeda.gov.in>

<https://drive.google.com/file/d/1i4xf-sq58DzU8CXeWCpTmrCiosHYy1eN/view?usp=sharing>

EDUCATION AND TRAINING

03/08/2009 – 19/04/2013 – Bangalore, India

BACHELOR OF SCIENCE (AGRICULTURE MARKETING AND COOPERATION) – University of Agricultural Sciences

Agricultural and allied subjects like : Agricultural economics, Farm management, Rural Sociology, Extension, Food Science and Nutrition.

Marketing subjects : Principles of Management, Micro and Macro Economics, Marketing management, Accountancy, International Trade policy and patent laws, Standardization Grading and Quality Control.

<https://drive.google.com/file/d/13VqNavsJSOQ16VSTnVZyYu8yevyQiEck/view?usp=sharing>

General modules like : Agricultural and Food Policy, Applied Econometrics, Environmental and Resource Economics, Farm System Modelling.

Semi electives : Knowledge and Innovation Management, Poverty and Development Strategies, Qualitative Research Methods in Rural Development, Food and Nutrition Security, Data Analysis with focus on SPSS and R

Thesis: Qualitative Research on "Knowledge and Perception of Farmers on Solar Irrigation Pumps in Gadag District, KA, India"

<https://drive.google.com/file/d/1dmD46R-MlU26gyuBmrjeESQ6WYYZq0NI/view?usp=sharing>

Technical know how on Data Analysis :

- Basic Handling and Syntax of the Software
- Creating modifying and exporting basic plots
- Statistical analysis using linear models (Regression, ANNOVA)
- Testing the model assumptions

<https://drive.google.com/file/d/1qFjRZeM0le2AcyAr8NLZClwQijxd82i/view?usp=sharing>

● **CONFERENCES AND SEMINARS**

Conference on "Natural Resource Based Rural Development in Africa".

Discussion on sustainable development goals with solution based discussion on soil, water, climate change after effects. Focused mainly on issues related to decreasing land productivity of Africa.

https://drive.google.com/file/d/1mBQtCCQdoGp9Uz1w13HqClkV_ct-ypDt/view?usp=sharing

● **LANGUAGE SKILLS**

Mother tongue(s): **HINDI | KANNADA | ENGLISH**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
GERMAN	A2	A1	A1	A2	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

My Digital Skills

MS Office (Word, Excel, PowerPoint, Outlook, OneDrive, OneNote, Teams)

Research skills

Data Analysis | Data Validation | Data Cleansing | Report Writing | Price forecasting | Data visualization | Social, economic and environmental impact assessment | Pattern Recognition | Evaluation of sources

Software's/Tools

MaxQDA (qualitative analysis software) | Microsoft word, Excel | SPSS Statistical Tool | R Programing | Basic QGIS knowledge

● HONOURS AND AWARDS

The German Academic Exchange Service (DAAD) scholar for the year 2017 from India. – DAAD

Fellowship helped me to pursue my masters (Agricultural Economics) in Germany.
<https://drive.google.com/file/d/17gLGh0gFx4m3nzgOj5RQZcQp0qa5XhOOQ/view?usp=sharing>

● JOB-RELATED SKILLS

Employability Skills

1. **Communication Skill** : Excellent communication skill to negotiate, persuade and influence. Ability to build credibility and establish good relationships with partners and colleagues
2. **Organisational skill** : Ability to plan projects, mental organization and teamwork whenever necessary.
3. **Problem solving skill** : High levels of problem solving skills demonstrated at all levels of work to overcome adversity and guarantee efficiency to the team.
4. **Technical** : Know how on handling software's/ tools needed for quantitative or qualitative data analysis.
5. **Personality** : Self confident & self conscious with an eagerness to learn and grow. Adobtable, flexible and empathic in nature.

● ONLINE CERTIFICATES

03/12/2013

Economic Issues, Food & You - Coursera

An online non credit course authorised by University of Florida and offered through Coursera
<https://www.coursera.org/account/accomplishments/verify/5VAM7RUT67>

15/10/2021 – 15/11/2021

Sustainable Financing and Impact Investing (SFII)

Online non credit course authorised by Weltweit & DAAD Germany.
<https://drive.google.com/file/d/1nsfDHhwIPD0jnro0xH9LawE3YJNNajx4/view?usp=drivesdk>

Online non credit course authorised by Blue Verso & DAAD Germany.

<https://drive.google.com/file/d/1npLTSZg730Fo74IKAFr5TP5OfaE-jcHL/view?usp=drivesdk>

● REFERENCES

Prof. Dr. Andrea Knierim

Thesis Coordinator

Institute of Social Sciences in Agriculture

University of Hohenheim, Germany.

Email: andrea.knierim@uni-hohenheim.de

Dr. M.S Jayaram PhD

Professor (MBA) Agribusiness Management program

University of Agricultural Sciences, Bangalore, India

Email: msjayaramgkvk@gmail.com

https://drive.google.com/file/d/1fGV_i7stphRVcx4uNob5oCn6gH6VszZQ/view?usp=drivesdk

Dr. Sudhanshu

Secretary, APEDA

(Agricultural Export Policy, Animal Products, Processed Food, Quality, Logistics, Parliament Questions, Implementation of MoUs & stakeholders organizations)

APEDA, Ministry of Commerce and Industries

Govt of India, New Delhi

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Katrin Winkler

Coordinator M.Sc. Agricultural Economics

Master Study Programs

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