



# 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 were 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 IndiTo convey decisions on contentious issues to senior level management.

Agriculture, forestry and fishing | [headq@apeda.gov.in](mailto:headq@apeda.gov.in) | <https://apeda.gov.in>

[https://drive.google.com/file/d/1qal4iAQJGHUlnhZ16611OwLm\\_lqif1iK/view?usp=drivesdk](https://drive.google.com/file/d/1qal4iAQJGHUlnhZ16611OwLm_lqif1iK/view?usp=drivesdk)

## 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>

01/10/2017 – 29/11/2019 – Stuttgart, Germany

## MASTER OF SCIENCE (AGRICULTURAL ECONOMICS) – University of Hohenheim

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**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>

11/2018 – Stuttgart, Germany

## TRAINING ON STATISTICAL ANALYSIS WITH R – University of Hohenheim

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### 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>

10/12/2012 – 19/12/2012 – Bangalore, India

## TRAINING ON CONSUMER SURVEY AND MARKET ANALYSIS ON MAIZE PRODUCTS – Association of Women Entrepreneurs of Karnataka (AWAKE) NGO

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Training on usage and statistical analysis of data using SPSS

[https://drive.google.com/file/d/1nfx5Z91nyK4A\\_r5NnxricUNs8cEz22S\\_/view?usp=sharing](https://drive.google.com/file/d/1nfx5Z91nyK4A_r5NnxricUNs8cEz22S_/view?usp=sharing)

## ● LANGUAGE SKILLS

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

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>GERMAN</b>	A2	A1	A1	A2	A1

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

## ● DIGITAL SKILLS

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### 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 Programming | Basic QGIS knowledge

## ● JOB-RELATED SKILLS

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### Employability Skills

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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. Adaptable, flexible and empathetic in nature.

## ● CONFERENCES AND SEMINARS

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04/09/2016 – 06/09/2016 – Bonn, Germany

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

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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 in Africa.

[https://drive.google.com/file/d/1mBQtCCQdoGp9Uz1w13HqClkV\\_ct-ypDt/view?usp=sharing](https://drive.google.com/file/d/1mBQtCCQdoGp9Uz1w13HqClkV_ct-ypDt/view?usp=sharing)

## ● ONLINE CERTIFICATES

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03/12/2013

### Economic Issues, Food & You - Coursera

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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)

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Online non credit course authorised by Weltweit & DAAD Germany.

<https://drive.google.com/file/d/1nsfDHhwIPD0jnro0xH9LawE3YJNNa|x4/view?usp=drivesdk>

## Project Monitoring and Reporting Using Open Source Tools (QGIS)

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

<https://drive.google.com/file/d/1npLTSZg730Fo74IKAfr5TP5OfaE-jcHL/view?usp=drivesdk>

### HONOURS AND AWARDS

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

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Fellowship helped me to pursue my masters (Agricultural Economics) in Germany.

<https://drive.google.com/file/d/17gLGh0gFx4m3nzgOj5RQZcQp0qa5XhOQ/view?usp=sharing>

### HOBBIES AND INTERESTS

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#### Systematic Options Trading

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- Working knowledge on Commodities, Stock, Futures & Options
- Good understanding on Risk analysis, Risk portfolio & PNL contributions
- Won a 60 day challenge certificate of honour for being consistently profitable trader, from a leading stock brokers of India (Zerodha)

[https://drive.google.com/file/d/10nadWF\\_hF-BBuOiltMde5zd5W78pPts1/view?usp=sharing](https://drive.google.com/file/d/10nadWF_hF-BBuOiltMde5zd5W78pPts1/view?usp=sharing)

### REFERENCES

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#### Prof. Dr. Andrea Knierim

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Thesis Coordinator  
Institute of Social Sciences in Agriculture  
University of Hohenheim, Germany.

#### Dr. M.S Jayaram PhD

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Professor (MBA) Agribusiness Management program  
University of Agricultural Sciences, Bangalore, India  
[https://drive.google.com/file/d/1fGV\\_i7stphRVcx4uNob5oCn6gH6VszZQ/view?usp=drivesdk](https://drive.google.com/file/d/1fGV_i7stphRVcx4uNob5oCn6gH6VszZQ/view?usp=drivesdk)

#### Dr. C.P Gracy PhD


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Professor Department of Agricultural Marketing & Cooperation  
University of Agricultural Sciences, Bangalore, India  
[https://drive.google.com/file/d/1U1pBib31hwg\\_IL6oXU6aYm4mvYb4F3j7/view?usp=drivesdk](https://drive.google.com/file/d/1U1pBib31hwg_IL6oXU6aYm4mvYb4F3j7/view?usp=drivesdk)

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*Thank you for your consideration*

New Delhi



Pavan Raj G H