



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, 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 stakeholders.
- Handled a team of 8 to 10 members while carrying out a physical inspection of Agri commodities throughout the State.

<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 Cereals, Agri export policy, and Organic Agri clusters of APEDA.

Job responsibilities include :

- Handling disbursement financial assistance schemes of APEDA (~ 25Cr) for export infrastructure development in the country.
- Solving technical problems related to trade issues and queries related to the Cereals Division of APEDA
- 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.

ypaep1@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

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

MASTER OF SCIENCE (AGRICULTURAL ECONOMICS) – University of Hohenheim

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

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

● 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

● PUBLICATIONS

Perception of farmers on Solar Irrigation Pumps (SIPs) in Gadag District, Karnataka, India

2022

The study is based on the 50 in-depth farmers' interviews held at five different taluks of Gadag district, Karnataka, India. This study looks at the varying opinions of farmers to understand their perception, who are using such innovative farming technologies.

https://papers.ssrn.com/sol3/papers.cfm?abstract_id=4155828

● CONFERENCES AND SEMINARS

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

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.

● HONOURS AND AWARDS

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

- Fellowship helped me to pursue my master's (Agricultural Economics) in Germany.
- Funding received close to the tune of 20,000 EUR
- The fellowship also helps in providing a Material Support Program for research institutions in developing countries

● EMPLOYABILITY SKILL

Soft Skills

1. **Communication Skill:** Excellent communication skills to negotiate, persuade and influence. Ability to build credibility and establish good relationships with partners and colleagues
2. **Organizational 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/ tools needed for quantitative or qualitative data analysis.
5. **Personality:** Adaptable, flexible, empathic, self-confident with an eagerness to learn and grow.

● 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>

18/10/2021 – 19/11/2021

Project Monitoring and Reporting Using Open Source Tools (QGIS)

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

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
Email: sudhanshu@apeda.gov.in