

Curriculum Viate

Mr. Sanjay B Rathod

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Objective : To Utilize Agricultural knowledge at Proper Way and To Establish My Self as a good Agriculturist and Seeking assignments in Extension, Research, Sales, Business Development & relationship management

PROFESSIONAL SNAPSHOT

I am proficient & diligent professional **with experience of 10+ years** in Business Development, Training & Development, Revenue Generation, Industrial and Residential Pest Management Activities, Demonstrated excellence in designing & implementing sales & marketing plans at regional level to realize ambitious sales and profitability objectives while achieving continuous growth & successfully adding large accounts to company's portfolio. Cost effective & result-oriented professional with demonstrated capability to handle projects and meet deadlines without compromising with standards, right from conceptualization to completion of various minerals well within the set parameters.

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true Project Manager who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results. I am a talented Project Manager with considerable experience in Industry and who can enhance the performance of any business by using his energy, drive and commitment to succeed to build outstanding relationships with customers and drive overall revenue growth. Right now the looking for a suitable managerial position with a company that is renowned for hiring exceptional people and for giving them unparalleled opportunities to build their careers and capabilities.

Professional Experience

Sr. No	Name of Employer	Period	Location
1	Agricultural Technology Management Agency	30.10.2016 till Conti...	Surendranagar
2	Suminter India Organics Pvt. Ltd	01.10.2015 To 29.10.2016	Surendranagar
3	Agricultural Technology Management Agency	01.12.2011 To 30.09.2015	Surendranagar
4	Pest Control India Pvt. Ltd	15.05.2007 To 30.11.2011	Ahmedabad

Key Area at SUMINTER

Location: Surendranagar, Gujarat

Organisation: Suminter India Organic Pvt. Ltd

Skilled in **Leading Project for Gujarat State in all aspect and all over development.**

Designation: Manager – Project (Gujarat State)

Exposure Area: Gujarat

Activities and job responsibility:

- ☞ Expand Business Operation (Search new Area according management requirement)
- ☞ Conducting Farmers training
- ☞ Project Expansion i.e. increasaring Farmer Base by Farmers meeting regular Follow Up & resolving the queries of the Farmer to convert non organic to organic
- ☞ Procurement of Commodities as per the Target and Quality Standards, Specification, protocol and lowest price both from farmer and trader
- ☞ Meeting Traders and adding the new Traders in Vendor List for more procurement of the commodities
- ☞ Managing the Team members and motivating them to achieve the set target for the project
- ☞ Identifying and recruiting suitable staff.
- ☞ Resolving all the queries of the filed officer in context to the HR policy in coordination with the Corporate HR in HO
- ☞ Supervising and completing all audit or inspections with Zero NC
- ☞ Cost Controlling (In Warehousing, Labour, Transportation and Procurement of Commodity)
- ☞ Authorising employee claims as per the company policy approved by Project Executive
- ☞ Coordinate with CSR Manager for implementation of CSR project in the villages
- ☞ Controlling the movement of Office Assists, Commodities in the Warehouse and Field Level Instruments
- ☞ Arrangement of Transportation, rate negotiation & other logistics Related Work
- ☞ Updating HO about the Commodities rate

Key Area at ATMA

Current Location: Surendranagar

Organisation: Agricultural Technology Management Agency (ATMA)

Skilled in **support to state extension programs for extension reforms**

Designation: Block Technology Manager

Exposure Area: Surendranagar District

Activities and job responsibility:

- ☞ Overall responsibility for research related issues and activities.
- ☞ Review and prioritization of local research needs based on strategic research and extension plan(SREP)
- ☞ Coordination and follow-up R & D institute for assessment, refinement, validation and adoption of new technology.
- ☞ Organizing block and district level krishi melas/ exhibition etc
- ☞ Capacity building of extension functionaries of all line departments in collaboration with KVKs and other institute
- ☞ Coordination with line departments including Pvt. Sector
- ☞ Compilation of Block action plan into DAAPs
- ☞ Capacity building of farmers and FIGs in collaboration with KVKs and other institution

PEST CONTROL (INDIA) PRIVATE LIMITED**Location: Ahmedabad****Organisation: Pest Control India Pvt. Ltd (Ahmedabad Branch)****Skilled in Business Development, Operation and Man power management****Designation: Sr. Customer Service Executive****Exposure Area: Ahmedabad Territory**

- ☞ Worked as a Senior Customer Service Executive (Sr.CSE) from 15th May 2007 to 30th November 2011 at Ahmedabad Branch.
- ☞ Managing the sales and marketing operations and accountable for increasing sales growth.
- ☞ Exploring business potential, opportunities & clientele to secure profitable business volumes.
- ☞ Promoting sales house hold and Commercial services through client contact and giving them sound technical knowledge and customer satisfaction.

Professional Training undertaken.

- ☞ National Seminar on “Advances in Value Addition of Horticultural Crops” dated from 17/09/2004 to 18/09/2004 at Navsari Agricultural University- Navsari
- ☞ National Seminar on “Production and Processing of Aonla” dated from 21/11/2006 to 23/11/2006
- ☞ Participation in the Training on “ Application of ICTs in Modified Extension Reforms” at SAMETI, Krushi Bhavan, Gandhinagar on dated 04/12/2012 to 06/12/2012 organized by MANAGE Hyderabad.
- ☞ Participation in the Training Programme on “Orientation programme on National Mission on Agriculture Extension and Technology (NMAET) ” at SAMETI, Krushi Bhavan, Gandhinagar on dated 07.07.2014 to 08.07.2014.
- ☞ Participation in the workshop on “Application of PRA Tools in Agricultural Extension” dated from 15.07.2014 to 17.07.2014 at SAMETI, Krushi Bhavan, Gandhinagar. organized by Extension Education Institute, Anand Agricultural University Campus-Anand

Academia

Sr. No.	Degree	Specialization	Uni. / Board	Year of Passing	Percentage %
1	MBA	Agricultural Management	National Education Management	2009	78.8 (A Grade)
2	B.SC.Agri.	Agriculture	Navsari Agricultural University.	2006	63.33
3	H.S.C	Science	GHSEB	2002	46.44
4	S.S.C		GSEB	2000	61.57

IT Skill

Sr. No.	Degree	Specialization	Uni. / Board	Year of Passing	OGPA / %
1	Computer Literacy	Certificate Course of CCC (Course on Computer Concept)	DOEACC Society of India	2006	A Grade

Key Skill

- **Business Development**
- **Operations Management**
- **Revenue Generation**
- **Organic Certification**
- **E-Governance Project handling**
- **Organization and prioritization**
- **Presentation**
- **Industrial and residential Pest Management Activities**
- **Negotiation**
- **Cost Control**
- **Motivating**
- **Planning**
- **Team Player**

Projects at UG Level

Title : **RAWE (Rural Agriculture Work Experience Program)**
Duration : 6 months

Personal Dossier

Father's Name	Rathod Baldevbhai Popatbhai
Date Of Birth	24 Th October, 1985
Gender	Male
Nationality	Indian
Marital Status	Married
Language Known	English, Hindi and Gujarati
Mother Tongue	Gujarati
Hobbies	Playing, Watching TV especially Live programme and News , Travelling and being around with friends
Category	SEBC, Hindu, Satwara
Blood group	B ⁺ ve
Current and Permanent Address	Shree Ram Kripa, Mathurapara, Nr.Satwara's Bhojansala Taluko : Limbdi, District ; Surendranagar-363421 (Gujarat)

Strength

- ❖ Self-motivation
- ❖ Effective Communication
- ❖ Adaptive ability and Learning attitude
- ❖ Analytical skills
- ❖ Leadership skills
- ❖ Commercial Awareness
- ❖ Result oriented, Creative and Self Motivator
- ❖ Ability to remain calm in stressful situations
- ❖ Self confidence
- ❖ Dedication
- ❖ Co-operative
- ❖ Good interpersonal skill
- ❖ Hard working
- ❖ Loyalty and sincerity

“I hereby declare that all the above given information are true to my Knowledge and belief”

Place: Surendranagar

Sanjay Rathod