**Name: Sudhendu Rajoria**

**Email ID:** **sudhendhu.rajoria@gmail.com**

**Contact No: +918469950595**

**Objective:**

To work in a stimulating environment where I can enhance my knowledge and utilize my potential to the Best of my ability in conjunction with the company’s goals and objectives. To effectively peruse my efficient marking skills towards the furthering of my career and actively seek new opportunities to expand my horizons in other domains. I had done B.Sc. (HONS) agriculture because I have interested in agriculture field. This is a good market and I want to work with your organization.

Synopsis

A keep planner, strategist &implementer with demonstrated abilities in devising business plan & strategies for accelerating the business growth.

Strategic planning

* Establishing short/long term budgets in tune with the strategies for achieving business targets.
* Business planning and analysis for assessment of revenue potential in business opportunities.
* Analyzing & review the market response / requirements & communicating the same to the sales teams for accomplishment of the business goals.
* Ensuring correct measures for implementing the company policies & strategies

Sales & marketing

* Utilizing client feedback & personal network to develop marketing intelligence for generating for generating leads.
* Conducting competitor analysis by keeping abreast of market trends & achieving market share metrics.
* Ensuring every customer satisfaction and profit gaining

Market analysis

* Conducting competitor analysis by keeping a close view of market trends to achieve metrics.
* Executing experimental procedures for carrying out analysis of processes & products.
* Conducting analysis of market players for exploring opportunities.

Dealers management

* Identifying & networking with financially strong &reliable dealers resulting in deeper market

penetration & reach.

* Evaluating performance & monitoring distributor sales & marketing activities.
* Monitoring dealer sales & marketing activities; implementing effective strategies to maximize sales & accomplishment of revenue & collection targets.

Work Experience

**Organization- Rasi seeds (P) Ltd.**

**Designation- Sales Promoter (Dec 2013 to Till Date)**

Professional Qualification

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sr. No | Examination passed | Name of University | Year | %Marks |
| 1 | B.Sc.(HONS)AG | MAHATMA JYOTI RAO PHOOLE | 2009-2013 | 59.43% |

Educational Qualifications

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sr. No | Examination passed | Name of Board | Year | %Marks |
| 1 | Class12 th | RBSE | 2009 | 69.08% |
| 2 | Class 10 th | RBSE | 2007 | 67.17% |

Trainings/Summer Internship

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Sr. No | Nature of Training | Platform | Organization | Duration | Location |
| 1 | Summer Internship program 2013 | RAWE Training | V.B. K V K Udaipur | 8 Weeks | Udaipur |
| 2 | Summer Internship program 2013 | Industrial training | Spriha Pvt. Ltd | 7 weeks | Jaipur |

Hobbies

* Playing cricket, volleyball
* Surfing internet

**Personal Information**

Father’s Name: Rakesh Rajoria Date of birth: 14/01/1991

Nationality: Indian

Marital Status: Unmarried

Communication: Address: Mukam post peeth, Teh-simalwara, Dist- Dungarpur(raj)

Languages Known: English, Hindi & Gujrati

**Declaration**

I do hereby declare that the information provided above is true to the best of my knowledge & belief.

Signature

( **Sudhendu Rajoria**)