

CURRICULUM VITAE

<p>NAME: JUNED SHAH</p> <p>CONTACT NO: 9423662331</p> <p>E-MAIL: jdshah5409@gmail.com</p> <p>RESIDENTIAL ADDRESS: A/P– Shahada Tal– Shahada Dist– Nandurbar State– Maharashtra Pin– 425409</p> <p>PERMANENT ADDRESS: A/P- Shahada Tal- Shahada Dist- Nandurbar State- Maharashtra Pin- 425409</p>	OBJECTIVE <p>To continue my career with my organization that will utilize my management and skills to benefit mutual growth and success.</p>
	PROFESSIONAL QUALIFICATION <ul style="list-style-type: none">• MBA– Agribusiness Management.• B.Sc– Agriculture.
	EXPERIENCE <p>Experience- 3 Years 8 Months.</p> <p>2) Company Name:- Universal Starch Chem-Allied Ltd. Designation– Purchase Officer (14-April-2023 to 15-Feb-2024)</p> <p>3) Company Name:- Sumitomo Chemical India Ltd. Designation– Field Officer (17-Aug-2020 to 31-Mar-2021) and (02-Sep-2021 to 31-Mar-2022)</p> <p>4) Company Name:- SBI CARDS Designation– Branch Relationship Executive. (19-Jun-2018 to 31-Mar-2020)</p>
	PROJECT UNDERTAKEN <p>Summer Internship Project (MBA-ABM)</p> <ul style="list-style-type: none">• Organization– Universal Starch-Chem Allied Ltd.• Project Title– Study to measure Agricultural market potential and customer buying motives Toward Universal Starch-Chem Allied Ltd. In Dondaicha. Dist– Dhule (Maharashtra)• DURATION- 2 Months <p>During B.Sc. Agriculture</p> <ul style="list-style-type: none">• 6 Months Experiential learning in soil science & Agricultural chemistry. (EL-2014)• 6 Months Rural Agricultural Work Experience.(RAWE-2013)
	KEY SKILLS <ul style="list-style-type: none">• Communication skills• Sales and marketing skills• Customer service skills• Relationship building• Problem solving skills• Decision making skills• Team Lead skills• Business development skills <ul style="list-style-type: none">* Procurement* Purchase management* Vendor management* Relationship building with vendors* Negotiation

KEY RESPONSIBILITIES

- Setting up new marketing strategies.
- Generating sales leads.
- Managing customer relationships.
- Logging and progressing all new leads / potential sales enquiries.
- Making sales calls and handling enquiries from potential customers.
- Responsible for coordinating with the existing dealers and distributers of the company.
- Taking the orders of the product from the dealers and distributers.
- Solving the problem and queries of existing dealers and distributers.
- Meeting the farmers and solving there problems.

DUTIES

- Communicated with suppliers and vendors, negotiated prices, and maintained and managed the procurement correspondence and files.
- Worked on the development and implementation of a new more efficient procurement strategy and performed a professional cost analysis.
- Prepared, Processed, and reviewed purchase order, collected and analyzed purchasing data, and coordinated all deliveries.
- Completed detailed work area assessments and collaborated with colleagues on the improvement of the existing procurement system and databases.
- Identify business requirements for goods, materials and services.
- Review quality of purchased products.
- Maintained vendor relationship.
- Develop qualified vendor for specialized manufacturing product.

COMPUTER SKILL

- MS-CIT
- Operating System— Windows 2000, Windows XP, Windows Vista, MS DOS.
- Office Package— Microsoft Word, Power Point, Excel, Access.

ACADEMIC QUALIFICATION

Year	Degree	Institution	University/Board	Major Field of Study	Percentage
2016	MBA-ABM	Poona Institute Of Management Sciences & Entrepreneurship, Pune	Savitribai Phule Pune University, Pune	Agri Business Management Subject	62.90 %
2014	B.Sc. (Agri)	K.V. Patel College of Agriculture, Shahada, Maharashtra	Mahatma Phule Krishi Vidyapeeth, Rahuri	Agriculture Subject	66.80 %
2009	H.S.C. Science	Vikas High School and Junior College. Shahada	Nashik Board	English, Physics, Chemistry, Biology,Math	73.50 %
2007	S.S.C.	Nishat High School, Shahada	Nashik Board	English, Hindi, Marathi,Science,Geography, History, Urdu	80.30 %

HOBBIES

- Playing Chess
- Playing Cricket
- Traveling

PERSONAL INFORMATION

Name- Juned Ahmed Khalil Ahmed Shah

Date Of Birth- 29/01/1992

Gender- Male

Marital Status- Married

Language Proficiency- English, Hindi, Marathi, Urdu

I hereby declare that all the information provided in my resume is true to the best of my knowledge.

Place- Shahada

Date-

Signature