**CURRICULUM VITAE**

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**Name : VINIT JAMDADE**

**Gender: Male**

**Age: 24**

**PGDM**-**Agribusiness Management**

**A/p- Mahalung, Tal- Malshiras, Dist-Solapur.413112**

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| **Objective** |

**To enhance my skill set by working in a challenging and competitive environment while at the same time contributing to the growth and progress of organization and to put in efforts towards mutual growth.**

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| **Educational Qualification** | | | | | | |
| **Degree** | **University/Board** | **Institution** | **Year Of Passing** | **Specialization** | **Percentage** |
| **PGDM** | AICTE | MITCON Institute of Management | Pursuing | Marketing | 62.28% |
| **Graduation** | DR B.S.K.K.V Dapoli | Dr Budhajirao Mulik college of Agricultural Engg& Tech | 2015 | B.TECH  AGRI ENGG | 6.9 (CGP) |

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| **WORK EXPERIENCE** |

**ORGANIZATION    : MAHINDRA GUJARAT TRACTOR LIMITED, VADODARA. (MGTL.)**

**DEPARTMENT**   **:** Marketing, Pune Area Office (M.S.)

**DESIGNATION    :** Sales and Service Executive

**EXPERIENCE :** Two Month (Continue)

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| **KEY RESPONSIBLE AREA:** |

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| **1** | **Achievement of Sales, Collection, Retail & Market share targets of assigned dealers** |
|  | - Hpwise / Clusterwise target |
| **2** | **DSP Management** |
|  | - Appointment & Training |
|  | - Performance monitoring |
|  | - Retention |
| **3** | **Prospect Management:-** |
|  | - Monitoring prospect pipeline dealership |
|  | - Ensuring adequate follow up and trials |
|  | - Closure of prospect to delivery |
| **4** | **Market Development:-** |
|  | - Planning and implementation of Marketing activity. |
|  | - Weak cluster development |
|  | - Participation in field activities |
| **5** | **Customer Feedback:-** |
|  | - Product performance |
|  | - Lost business analysis  - Competition info |

**6 Market information:-**

**-** Gathering market information thru meeting competition customers,   
 dealers, influencers etc.

**ORGANIZATION    : TRACTORS AND FARM EQUIPMENTS LIMITED (TAFE LTD.)**

**DEPARTMENT**   **:** Market Development, Pune Area Office (M.S.)

**DESIGNATION    :** Field Officer

**EXPERIENCE :** One Months

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| **KEY RESPONSIBLE AREA:** |

**Market Development as well as sell through different types of activity like**

1. DEMO – Multi Implement Demo, Multi Trolley Demo, Open Challenge etc.
2. Promotional Activity – Sampark, Van campaign, Sampark Meet, Service Camp etc

**Market information:-**

1. **-** Gathering market information through meeting competition customers,   
    dealers, influencers etc.

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| **Post - Graduation Training** |

**Organization** : **Mahindra and Mahindra Ltd. Swaraj Division.**

**Department** : Marketing

**Duration** : Two Moths

**Title : TO BUILD A BRAND IMAGE OF SWARAJ 744 IN NAGPUR DISTRICT**.

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| **Graduation Training** |

**Major Training**

**Organization** : **Surya Tractors PVT. LTD.**

**(Authorized Dealer of New Holland Tractor and Own Agriculture Implement manufacturer)**

**Department** : Farm Machinery and Power

**Duration** : Four Moths

**Minor training**

**Organization** : **Jain irrigation PVT. LTD.**

**Department** : Irrigation Engineering.

**Duration**  : Thirty Days

**Organization** : **Popular Steel Works and Agricultural Implements Pvt. Ltd**.

**Department** : Farm Machinery and Power

**Duration**  : Thirty Days

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| **Graduation Project** |

Title : **To prepare Ready To Serve From Hibiscus Flower Extract.**

Duration: 6 month

Objective: 1.To prepare Ready to serve beverage from hibiscus flower extract.

2. To study the different properties of prepared hibiscus RTS.

3. To study the Sensory analysis of prepared hibiscus RTS.

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| **Co- Curricular Activities** |

* Successfully Participated NSS Camp for 240 hrs at Palvan,Tal-Chiplun
* 5 days **marketing** experience in **KISSAN-2016** with **ieyze** **Corporation Pvt. Ltd.**
* Completed course of Maharashtra state certificate in Information Tech (MS-CIT)

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| **Personal Information** |

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| **Date of birth** | 29/03/1993 |
| **Areas of interest** | Sales & Marketing |
| **Language Proficiency** | English, Marathi & Hindi |
| **Hobbies** | Traveling, Swimming. |
| **Contact No.** | 9145161699/7020390820 |
| **Email id** | [vinitjamdade99@gmail.com](mailto:vinitjamdade99@gmail.com) |

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

**Place: Pune**

**Date : / /2017 Signature**

**(VINIT JAMDADE)**