**Mr. Sujit Baban Supekar RESUME**  **Mobile No.:-** 9970239087

**E-mail✉:-** sujitbsupekar@gmail.com

# OBJECTIVE

Seeking for a challenging career in Agriculture Marketing and gaining experience in the field to utilize my organizational and marketing skills, in order to increase productivity of organization.

# WORK EXPERIENCE

**Currently not working** ..

From July 20 to Jan 21, working as a Free Lancer as on commission basis selling power weeders & Agril Equipments by from Local Dealers .

1**.Kisankraft Ltd, Pune HO**

Area Sales Manager From Oct 17 to Feb 20

### 2. KIRLOSKAR OIL ENGINES LTD, Khadki , Pune

DSO(District Sales Organizer) from Dec 15 to SEP 17

### 3. ESCORTS LTD. Faridabad, Haryana India

### Project Officer-Sales & Marketing

### ( July 2014 TO November 2015 -ESCORTS LTD. Area Office Pune)

### Location – Jalna

### Handled 1 Dealership in Jalna & Nasik District, Maharashtra

**Special Achievements**:-

* **As Area Sales Manager at Kisankraft Ltd, appointed 30 dealers** , by awaring use of compact machinery , increased their sale by giving demos, van campaigning,special schemes.
* Started 8 New Dealership of **Kirloskar Oil Engines Ltd Ltd** at Latur, osmanabad, Pune, Sangli, Sindhudurg, Palghar, which is deals in **Power Tillers, Power Weeders**.
* Reduce Retail Cycle up to 30 day.

**Dealer Development**

* Dealer /Sub Dealer Appointment.
* Monitoring & Appointing DSEs for Dealership.
* Responsibility of Machines and Spare Part Sales.
* Responsibility for BDR (Billing,Delivary,Retail)

**Field Activity Initiatives Planning and Implementation**

* Open Challenge , Demonstrations
* Free Service Camp
* Mega Service Camp
* Dealer awareness of Brand, New product development

**Brand Promotional Activity Initiatives Planning and Implementation**

* Exchange Mela / Agricultural Exhibitions
* Van Campaigns

**Brand Promotional Activity Initiatives Planning and Implementation**

* Kisan Mela / Agri Exhibitions
* Prospect Meet
* Van Campaigns

# EXPERTISE SKILLS

* Market Research and Analytical skills, Rural Marketing, Communication and IT.

# OTHER PROJECTS/TRAINING

* Personality Development.
* I had done training in Rashtriya Chemicals and Fertilizers Ltd. Thal unit, Tal. Alibaug, Dist. Raigad, India (R.C.F. INDIA. Ltd)

From May 2009- Onwards Agriculture trainee Process – 8 May - 31 May

* I had worked on the **Project of Cumin Crop Survey & organic cumin** purchase, farmer awareness for promoting farmers for exporting cumin from **Barmer district of Rajasthan, for** ISFEA (Indian Spices & Foodstuff Exporters Association, Vashi **) in March 2013.**

# EDUCATION QUALIFICATION

* **Master In Marketing Management (MMM) 57 (2014)**

Oasis School Of management Studies

Pune University

* **Post Graduate Programme in Agri Business Management (PGP ABM)**

Oasis School Of management Studies **65 (2014)**

Pune University

* **B.Sc. Agriculture 74.10 (2011)**

S. P. College of Agriculture

Dr. Balasaheb Sawant Konkan Krishi Vidyapith Dapoli University.

* Completed **HSC** from Mumbai board Maharashtra. **45.00 (2007)**
* Completed **SSC** from Mumbai board Maharashtra. **64.13 (2005)**

# TECHNICAL SKILLS

* Successfully completed course in Computer Basics (Word, Power point, Excel sheet, OS).

# EXTRA CURRICULAR ACTIVITIES

* NSS volunteer and completed 240 hrs. Of social service in the year (2009-10).
* NCC volunteer & completed B certificate.

# PERSONAL DETAILS

Full Name : - Sujit Baban Supekar.

Birth date : - 30 Sept. 1989.

Marital Status : - Married.

Nationality : - Indian.

Religion : - Hindu.

Permanent Add : - A/p- Kedgaon Tal- Daund Dist- Pune, 412203

Language known : - English, Marathi, Hindi, Gujarati.

Ideal persons : - My Father

Blood Group : - A+ve

Hobbies : - Building Relations, Volleyball, Kabaddi Playing, Swimming.

Strength : - Good listener, Confidence, Can tune according to circumstance

Positive attitude.

# DECLARATION

I hereby declare that all the information stated above is true and complete to the best of my knowledge.

**PLACE** : **PUNE** **SUJIT B. SUPEKAR**