

SAROJ KUMAR BEHERA



Post Graduate Diploma in Rural Management

EDUCATIONAL QUALIFICATIONS

B.E (E.C.E)	2011	Guru Nanak Dev Engineering college, Bidar (VTU)	64.04%
Class XII	2007	K.V D.R.D.O, Bangalore (CBSE)	71.2%
Class X	2005	K.V D.R.D.O, Bangalore (CBSE)	82%

ELECTIVES

- Agribusiness
- Advance Financial Management
- Microfinance
- Sales and Distribution Management
- Social Marketing
- Dairy Development

MANAGEMENT TRAINEESHIP SEGMENT (MTS)

Nov '23 – Jan '20

Coastal Salinity Prevention Cell, Ahmedabad

7 weeks

Title: Value chain analysis of onion in Bhavnagar district Gujarat

- Identified and analysed the current value chain and the role of each actor in the value chain.
- Assessed the production and marketing strategies adopted by onion farmers in the area.
- Identified the gaps in the existing supply and value chain and proposed potential interventions at farmer, producer company and market intermediary level to address those gaps.

DEVELOPMENT INTERNSHIP SEGMENT (DIS)

Jul '15 – Aug '15

ITC Limited, Agri Business Division, Secunderabad

6 weeks

Title: To conduct a value chain analysis of Jamun in the identified areas

- Conducted a comprehensive Jamun value chain analysis in identified areas to map available quantity, price, competitor's profile and stakeholders involved in Jamun trade.
- Devised a sourcing strategy for ITC to reduce its cost of procurement and increase its scale of procurement.

VILLAGE FIELDWORK SEGMENT (VFS)

Oct '26 – Dec '12

Urmul Setu, Lunkaransar

7 weeks

Title: Falling milk procurement of cooperatives in Rajasar

- Engaged in understanding the milk production dynamics of the village through face to face interactions with the milk producers.
- Assessed various factors leading to lower milk supply and procurement by cooperatives in Rajasar village, Bikaner.

Rural Action Component (RAC)

Title: Setting up kitchen gardens at household level using waste water management

- Involved in setting up kitchen gardens to generate alternative source of food and income for the rural households under proper supervision of the program coordinator.

ACADEMIC PROJECTS

Marketing Management

Title: Marketing Plan of Kill Bill pepper spray

- Designed a detailed marketing plan through segmentation, positioning and targeting of the consumer base followed by a promotional strategy to promote the brand.

Financial Management

Title: Comparison of capital structure of two fertilizer producing companies

- Calculated and compared the weighted average cost of capital of both the companies through detailed financial analysis of total debt and equity holding of both the companies.

PROFESSIONAL EXPERIENCE

35 months

Management Trainee, Future Generali India Life Insurance Co

2 months

Jun '16 – Present

Profile Insurance operations

- Analyze and identify the market trends of customer needs & communicate the same to the senior management
- Take initiatives in customer satisfaction via process improvement plans & contributes in retention of existing customers
- Analyze & identify means & methods to ensure 100% accuracy in Policy servicing.
- Work on Payment processes and create new modes to set process for implementation and reconciliation

Programmer Analyst, Cognizant Technology Solutions

33 months

Oct '11 – Jul '14

Profile I.T. Consultancy

- Designed workflows for Astrazeneca's health care clients in various markets like APAC, EMEA, USA etc to keep an account of new registration or an update on existing health care account.
- Provided end to end development and customer support through master data management to Astrazeneca pharmaceuticals till project go live.

PERSONAL INFORMATION

Gender: Male	DOB: 17-09-1990	Domicile: Odisha	Languages: Hindi, English, Odiya, Bengali
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