

# 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	
<ul style="list-style-type: none"> <li>Agribusiness</li> <li>Advance Financial Management</li> <li>Microfinance</li> </ul>	<ul style="list-style-type: none"> <li>Sales and Distribution Management</li> <li>Social Marketing</li> <li>Dairy Development</li> </ul>

MANAGEMENT TRAINEESHIP SEGMENT (MTS)	Nov '23 – Jan '20
Coastal Salinity Prevention Cell, Ahmedabad	7 weeks
<b>Title:</b> Value chain analysis of onion in Bhavnagar district Gujarat	
<ul style="list-style-type: none"> <li>Identified and analysed the current value chain and the role of each actor in the value chain.</li> <li>Assessed the production and marketing strategies adopted by onion farmers in the area.</li> <li>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.</li> </ul>	

DEVELOPMENT INTERNSHIP SEGMENT (DIS)	Jul '15 – Aug '15
ITC Limited, Agri Business Division, Secunderabad	6 weeks
<b>Title:</b> To conduct a value chain analysis of Jamun in the identified areas	
<ul style="list-style-type: none"> <li>Conducted a comprehensive Jamun value chain analysis in identified areas to map available quantity, price, competitor's profile and stakeholders involved in Jamun trade.</li> <li>Devised a sourcing strategy for ITC to reduce its cost of procurement and increase its scale of procurement.</li> </ul>	

VILLAGE FIELDWORK SEGMENT (VFS)	Oct '26 – Dec '12
Urmul Setu, Lunkaransar	7 weeks
FPCR	<b>Title:</b> Falling milk procurement of cooperatives in Rajasar <ul style="list-style-type: none"> <li>Engaged in understanding the milk production dynamics of the village through face to face interactions with the milk producers.</li> <li>Assessed various factors leading to lower milk supply and procurement by cooperatives in Rajasar village, Bikaner.</li> </ul>
	<b>Title:</b> Setting up kitchen gardens at household level using waste water management <ul style="list-style-type: none"> <li>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.</li> </ul>

ACADEMIC PROJECTS	
Marketing Management	<b>Title:</b> Marketing Plan of Kill Bill pepper spray <ul style="list-style-type: none"> <li>Designed a detailed marketing plan through segmentation, positioning and targeting of the consumer base followed by a promotional strategy to promote the brand.</li> </ul>
Financial Management	<b>Title:</b> Comparison of capital structure of two fertilizer producing companies <ul style="list-style-type: none"> <li>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.</li> </ul>

PROFESSIONAL EXPERIENCE		35 months
Management Trainee, Future Generali India Life Insurance Co		2 months Jun '16 – Present
Profile Insurance operations	<ul style="list-style-type: none"> <li>Analyze and identify the market trends of customer needs &amp; communicate the same to the senior management</li> <li>Take initiatives in customer satisfaction via process improvement plans &amp; contributes in retention of existing customers</li> <li>Analyze &amp; identify means &amp; methods to ensure 100% accuracy in Policy servicing.</li> <li>Work on Payment processes and create new modes to set process for implementation and reconciliation</li> </ul>	
Programmer Analyst, Cognizant Technology Solutions		33 months Oct '11 – Jul '14
Profile I.T. Consultancy	<ul style="list-style-type: none"> <li>Designed workflows for Astrazenca'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.</li> <li>Provided end to end development and customer support through master data management to Astrazenca pharmaceuticals till project go live.</li> </ul>	

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