Gaurav Verma

Male, 22

|  |  |  |  |
| --- | --- | --- | --- |
| **EDUCATION** | | | |
| **Year** | **Degree/Certificate** | **Institute/School, City** | **% / CGPA** |
| 2010 | B.Tech, Civil Engineering | GBPUAT | 7.103/10 |
| 2006 | Class XII | Army School Hempur | 76.2 |
| 2004 | Class X | Army School Hempur | 82.2 |

|  |  |  |  |
| --- | --- | --- | --- |
| **PROFESSIONAL EXPERIENCE** | | | **9Months** |
| **Mahindra & Mahindra AFS Pvt Ltd.** | **Graduate Engineer Trainee** | **July 2010- April 2011** | |
| **Mahindra Auto Farm Sector (**AFS) is the part of Mahindra Group, which is known worldwide for its core values and ethical code of conduct.  **Responsibilities:**   * Responsible for the **Sales and Marketing** activities of entire **Uttar Pradesh(East)** zone for Mahindra Applitrac. - a division of Mahindra & Mahindra that deals with different tractor drawn & self-propelled Agricultural Implements * **Lead** a team of 15 people for launching **‘Mahindra Rice Transplanter’** in **West Bengal –**first in India to launch the Rice Tranplanter on a commercial scale * **Handled marketing activities** for the launch of Transplanter by organising **road shows, farmer meets, product demos, delivery functions**, farmer’s sport day etc. * Responsible for appointment of **New Dealers** for **Mahindra Applitrac** by screening all the applicants on different parameters like financial background, educational qualifications, previous experience, social status etc.   **Achievements:**   * **Promoted** to the **Team Lead** to lead a team of 15 **within four months** of my association with Mahindra & Mahindra, to launch ‘Rice Transplanter’ (a new offering of Mahindra Applitrac) in West Bengal. * **Surpassed the initial sales target by 22%** in the launch of Mahindra Rice Transplanter in West Bengal. * Awarded with the **additional responsibility of Channel development** which included appointment of new dealers owing to the successful product launch(Transplanter). | | | |

|  |  |
| --- | --- |
| **ACADEMIC ACHIEVEMENTS** | |
| * National Service Scheme (NSS) **second** stage ‘**C’** certificate holder. | 2007-09 |
| * Rank 3rd in school **merit list** in 11th standard. | 2004 -05 |
| * Summer training at **Northern Region Farm Machinery Training & Testing Institute**, Hisar, Haryana , on the processes involved in manufacturing different components of a tractor such as engine, gears, hydraulic pumps and production line of tractor. | 2009 |

|  |  |  |
| --- | --- | --- |
| **POSITIONS OF RESPONSIBILITY** | | |
| **Position** | **Key Achievement** | **Period** |
| **Team Lead** (Mahindra & Mahindra ) | * Successfully led a team of 15 members to launch Mahindra Rice Transplanter in the state of West Bengal. * Surpassed the sales target by 22%. | 2010-11 |
| **Co-Coordinator**, Sprinkler (Branch Chapter of Agricultural Engineering) | * Organised two events in the annual college fest namely ‘Tracsion’ ( A robotic race competition ) and ‘Kriti’ ( competition for drawing isometric view of cut sections). * Conceptualised & organised a new event “Kriti” in the annual college fest. | 2009 |
| **Member** Executive Body organizing Annual Tech-Fest of the College | * Managed the logistics requirements for 31 events across 3 days. | 2007-08 |

|  |  |
| --- | --- |
| **EXTRA-CURRICULAR ACTIVITIES** | |
| * Won **1st Prize** in ‘Iconoclasm’, a **case study** competition at ‘Colosseum 07’ , an All India Inter Collegiate Technical Festival . | Mar-07 |
| * Won **3rd prize** in ‘‘Biz-Czar’, a **business plan** competition (Business plan of opening a chain of retail stores for **Selling Organic Fruits and Vegetables** in India) at ‘Colosseum 09’ ,an All India Inter Collegiate Technical Festival . | Mar-09 |
| **OTHER INTERESTS** | |
| * Keen interest in dramatics, have participated in various skits and plays at school and college level. * Play TT and football. | |