



Bhavesh Landge

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RIIM - ARIHANT Group of Institutes

EDUCATION SUMMARY

Degree Certificate	Stream Specialization	Name of Institution & Board University	YOP	Percentage
PGDM	ABM	Ramachandran International Institute of Management (RIIM), Pune	2024	Pursuing
B.Tech	Agriculture Engineering	K.K. Wagh college of Agri.Engg & Technology, Nashik(MPKV, Rahuri)	2022	76.8
Higher Secondary	Science	DR. D A Ohara Junior College, Sangamner.	2018	67.5
Senior Secondary	All	B.G.P Sahyadri Vidyalaya, Sangamner.	2016	80.4

INTERNSHIPS & PROJECTS

Post-Graduation Internship

Organization: Dhanuka AgriTech Ltd.

Duration: 2 Months

Project Title: Crop Protection and Product Awareness of Conika Product in Potato Crop.

Tasks Undertaken and Learnings:

- Learned Sales & Marketing of focused product.
- Conducted Campaign Activities
- Product Awareness and Farmer Meetings, Night meetings.
- Distributor and Retailer Management.

Organization: Poona Agro Cart LLP.

Duration: 2 Months

Project Title: Scope and Opportunities in Sales, Marketing & Distribution of Fruits, Vegetables & Dry Fruits.

Tasks Undertaken and Learnings:

- Conducted market research to identify target customers and assess demand.
- Determined appropriate pricing strategies based on market dynamics.
- Developed branding and promotional strategies to build awareness and Customer onboarding.
- Built and maintained customer relationships through effective communication.
- Analyzed sales data and tracked performance indicators for decision-making.

GRADUATION INTERNSHIP

Organization: M.I.T.R.A Agro Equipment's Pvt. Ltd.

Duration: 5 Months

Project Title: Study of Sales, Marketing Strategy and CRM for M.I.T.R.A.

Tasks Undertaken and Learnings:

- Learned Various Social Media Marketing Techniques & Strategies
- Customer Relationship Management
- Inside Sales and Lead Generation
- Arranged Demonstrations For Customers and Field Visit.
- Management of Digital Data with effective use of CRM.

LIVE PROJECT

Organization: K K Wagh College Of Agri. Engg. & Technology, Nashik

Duration: 4 Months

Tasks Undertaken & Learnings:

- Design and Performance Evaluation of Manually Operated Deep Root Weeder.
- To minimize the labor requirement in farms.
- To make a Mechanized modern farm tool.

CERTIFICATIONS & TRAINING

Sr. No.	Certification/Training	Organization
1.	Business Analytics (Basic)	E-Cell, IIM Calcutta
2.	Agriculture 2.0	Just Agriculture- the Magazine
3.	FPO Management	Sahyadri Farms
4.	Import and Export	Import and Export Federation
5.	Microsoft Global Certification	Microsoft Learn
6.	Data Visualization with Power BI (Basic)	Great Learning
7.	Training Program on Tractor Engineering	Mahindra Excellence Centre
8.	Responsive Web Design	Freecodecamp.org
9.	Advance Irrigation & Precision Agriculture	IRADA Foundation
10.	Project Management	Great Learning

CO-CURRICULAR ACTIVITIES & ACHIEVEMENTS

- Attended Agri-business Conference by Bombay Chamber of Commerce & Industries, Mumbai.
- Attended a Seminar On Information Technology Software Languages at Nashik.
- Attended a Seminar On Design Thinking at Etisalat Academy DUBAI.
- Attended Agri Logistics Conclave Seminar organized by ASSOCHAM, Pune.
- I am a placement cell Co-ordinator at RIIM, Pune.

PERSONAL DETAILS

Date of Birth : 13th March 2001
Languages Known : Marathi, English, Hindi.
Home Town : Sangamner, Maharashtra