

# SOURABH DUTTA

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## Professional Summary

Dynamic Agri-Business professional with over 16 years of experience in sales, marketing, and business development across domestic and international markets. Specialized in agrochemicals, biologicals, and crop nutrition, with strong expertise in market expansion, product positioning, and team leadership across India, Southeast Asia, and Africa.

## Professional Experience

### Regional Manager – East Africa | Aven Pharma SURL

Leading agrochemical sales and marketing operations across Rwanda, Burundi, DRC, Kenya, Uganda, and Tanzania. Driving business development, managing regional teams, and executing demand generation strategies.

### Chief Marketing Officer | GAB (Vanguard Kemagro Ltd Subsidiary) (May 2022 – Oct 2025)

Spearheaded export operations for agrochemicals, plant nutrients, and biologicals. Managed international client relationships, product development initiatives, and global market expansion strategies.

### Business Development Manager | Krishi Rasayan Exports Pvt Ltd (Jul 2020 – Apr 2022)

Oversaw marketing operations across West Bengal, Assam, and Nepal. Developed and executed strategies for biologicals and plant nutrition products, enhancing market penetration and brand positioning.

### Area Manager | Biostadt India Ltd (Jul 2010 – Jun 2020)

Promoted and established the benefits of seaweed extract-based products in crop production. Led farmer education initiatives, conducted field demonstrations, and drove adoption of high-value plant growth solutions through effective marketing campaigns and team leadership.

### Management Trainee | Syngenta India Ltd (Jun 2009 – Jun 2010)

Managed sales and promotional activities for agrochemicals, including distributor engagement and farmer outreach programs.

## Education

MBA (Agri-Business), Utkal University – 2009  
B.Sc. Agriculture, Dr. B.R. Ambedkar University – 2007

## Key Skills

Sales & Marketing Strategy, Export Management, Business Development, Team Leadership, Market Analysis, Product Positioning, Supply Chain Coordination

## Achievements

Recipient of multiple performance awards at Biostadt India Ltd for outstanding contribution in product promotion and market development.  
Top rank holder in Secondary Examination (2001).