

# Naveen Kumar Khandelwal

(M.sc, B.sc - Agri.)

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## PROFILE SUMMARY

Result-oriented agriculture professional with proven experience in driving sales growth, market development, and new product commercialization in the crop protection industry. Strong expertise in territory management, distributor handling, and sales planning, with a track record of executing successful field campaigns and increasing product adoption. Skilled in leading cross-functional teams, building channel relationships, and converting technical knowledge into revenue-driven outcomes.

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## WORK EXPERIENCE

- **FMC India Private Limited – Crop & New Product Ignition Officer (CNIO)** (06/2024 – Present)
  - Leading new product market development and sales execution, ensuring strong adoption in assigned territory.
  - Planning and implemented sales strategies, campaigns, and farmer engagement activities to drive business growth.
  - Working closely with distributors, dealers, and sales teams to ensure product availability and achieve sales targets.
  - Gathering and analyzed market intelligence, including competitor activities, to optimize sales strategies..
  - Drive on-ground sales activities to expand market share and strengthen product positioning within assigned territory.
- **Sharekheti.com (Bakhai Green Farms) – Agronomist** (11/2023 – 04/2024)
  - Crop scouting activities to monitor pest, disease, and weed pressures.
  - Conducted agronomy trials and experimental plot maintenance.
  - Conducted field research, data collection, and analysis.

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## EDUCATIONAL QUALIFICATIONS

Course (Stream)/Examination	College/ Board	Year of Passing	Performance
M.Sc.- Agriculture (Genetics& Plant Breeding)	Raja Balwant Singh College, Agra	2023	70.00%
B.Sc.- (Hons.) Agriculture	Lt. MCM College of Agriculture Lalsot	2020	66.80%
Std. XII	RBSE	2015	75.80%
Std. X	RBSE	2013	71.50%

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## ACADEMIC HIGHLIGHTS

- Rural Agricultural Work Experience (RAWE).
- Master's Research On Mustard Yield Improvement

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## KEY ACHIEVEMENT

- Contributed to 100+ MT sales of Ambriva herbicide through effective field promotions, demonstrations, and farmer engagement activities.
- Successfully conducted multiple farmer meetings, field days, and product demonstrations, significantly enhancing product visibility and demand generation in the assigned territory.
- Strengthened dealer and farmer network, resulting in improved product reach, faster adoption, and increased secondary sales movement.

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## SKILLS

- Sales & Business Development
- Channel & Team Management
- Field Execution & Marketing
- Technical & Analytical Skills
- Communication & Negotiation Skills

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## CERTIFICATION

- Completed One Month International Agriculture certificate cum training program on Prime Minister and Agriculture Scheme and Agriculture Vision 2050.
- Completed three days international online workshop cum training program on Carrer opportunities in Hydroponics Technology & protected cultivation.
- Completed course Rajasthan State in Information Technology (RS-CIT) of Rajasthan Knowledge Corporation Limited.

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## PERSONAL DETAILS

- Date of Birth: 22<sup>nd</sup> June, 1999
- Languages Known: Hindi/English
- Address: Dausa, Rajasthan