

# ANAND DEV

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## Professional Summary!!

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Dynamic and results-driven development professional with **5+ years of experience in project coordination, value chain development, agribusiness operations, and multi-stakeholder management** across Madhya Pradesh. Proven expertise in leading district-level teams, strengthening Farmer Producer Organizations (FPOs), and implementing large-scale government-supported livelihood and commodity value chain interventions.

Skilled in **project planning, KPI monitoring, MIS-based performance tracking, compliance management, capacity building, and market linkage facilitation** for rural enterprises. Demonstrated success in data-driven decision-making, documentation, reporting to donors and internal teams, and building strategic partnerships with government departments, technical agencies, and private sector buyers. Known for strong communication, problem-solving, and stakeholder engagement capabilities, backed by hands-on field implementation experience. Seeking to contribute to ACCESS as a **Project Manager**, driving scalable livelihoods, enterprise development, and sustainable rural impact.

## Education & Criteria!!

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<b>MBA Marketing &amp; Agribusiness,</b> <i>Rabindranath Tagore University, Raisen Madhya Pradesh</i> ☑	07/2024 – present
<b>Master of Arts (English Literature),</b> <i>MSD Azamgarh, Uttar Pradesh</i> ☑ Literature, critical theories, and historical contexts. Developed skills in literary analysis, Research, Academic writing and Linguistics.	09/2022 – 09/2023
<b>Bachelor of Art (Political Science &amp; English Literature),</b> <i>VBSP University Jaunpur Uttar Pradesh</i> ☑ Understanding of Comparative Government and Politics, International Politics.	06/2019 – 09/2021
<b>Intermediate,</b> <i>Udyog V Intercollege Koilsa Azamgarh</i>	06/2015 – 05/2017

## Professional Experience!!

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<b>Raheja Solar Food Processing Company,</b> <i>Assistant Manager    Farmers Relationship</i>	02/2026 – Present Indore, Madhya Pradesh
<ul style="list-style-type: none"><li>• Lead farmer engagement and strengthen FPO participation in solar food processing. and to organize training workshops on post-harvest management, compliance, and value addition.</li><li>• Coordinate procurement, drying, and packaging operations to ensure efficiency, and to Implement quality assurance protocols for product consistency and buyer requirements.</li><li>• Build market linkages with institutional buyers, exporters, and retail networks, and to monitor KPIs and prepare MIS reports on farmer participation and production outcomes.</li><li>• Collaborate with government, banks, and private partners to mobilize resources, and to promote sustainable practices through renewable energy adoption and waste reduction.</li></ul>	

## Countrywide Commodity Repository Limited (CDSL Group),

11/2025 – 02/2026

|| Assistant Manager ☑

Agra, UP

- Spearhead acquisition and onboarding of commodity traders, millers, processors, and Farmer Producer Companies (FPCs) to strengthen the repository network.
- Facilitate seamless integration between WDRA-registered warehouses and growers, farmers, and clients for efficient commodity storage and trade.
- Collaborate with 45+ banking partners, including PSU, national, and private banks, to enable financing solutions at minimum ROI through issuance of **Electronic Negotiable Warehouse Receipts (eNWR)**.
- Drive training and capacity-building programs for FPOs, FPCs, and clients to enhance awareness and adoption of WDRA-compliant practices.
- Ensure compliance with WDRA guidelines while promoting digital solutions for warehouse receipt management and commodity financing.

## Integrated Socio-Economic Development Services (ISED),

05/2024 – 10/2025

|| Senior Executive– Partnerships & Resource Mobilization|| ☑

Bhopal, M.P

- **Designed and executed resource mobilization strategies** for livelihood and agribusiness programs across 35 FPOs. and **Developed funding proposals and DPRs** aligned with donor, CSR, and government scheme requirements.
- **Facilitated convergence with government schemes** (PMFME, MIDH, RKVY) to mobilize program resources. and **Coordinated with district teams and FPO leadership** to identify funding gaps and align program needs with donor priorities.
- **Prepared donor reports and success stories** to showcase impact and ensure compliance with financial transparency standards. and **Built partnerships** with government departments, technical agencies, and private sector actors to expand collaboration opportunities.

## NCDEX e Market Limited,

03/2022 – 11/2023

||Executive – Partnerships & Institutional Coordination||

Bhopal, M.P

- Managed institutional partnerships under government procurement and disposal schemes on behalf of **NAFED**, coordinating high-value commodity transactions.
- Supported **fund flow facilitation, documentation, and compliance** for large-scale government-supported programs involving over **2.5 lakh MT of commodities**.
- Acted as a liaison between government agencies, traders, processors, FPOs, and internal teams to ensure **transparent, compliant, and timely execution**.
- Prepared operational reports, data analysis, and performance summaries used for **donor and policy-level decision-making**.
- Strengthened stakeholder networks and supported digital onboarding initiatives, contributing to scalable and sustainable institutional partnerships.

## **Gagam Auto International, || Business Development Executive ||**

04/2018 – 02/2020

- Negotiated terms and agreements with Clients to secure profitable deal for the company. Ensured that contracts are accurately drafted, reviewed and executed in compliance with company policies and legal requirements.
- Identified and reached out to prospective clients through various channel including cold calling networking events and Client Acquisition.
- Managed key client accounts, ensuring timely delivery of **Automotive components** and improving order fulfillment efficiency by **25%** through cross-functional collaboration.
- Achieved a **40% growth** in sales through proactive management and identifying new business opportunities.
- Prepared and maintained financial statements, reports and record for clients accounts with meticulous attention to detail.

## **Awards**

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### **National Farmers Day,**

23/12/2024

*Directorate of Marketing Inspection (DMI): Senior Marketing Officer*

## **Certificate**

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### **Advanced MS Office Suite (Excel, PowerPoint, Word),**

05/2024 – 06/2024

*Skill Academy by "Testbook"*

Bhopal

Level skills in data analysis using Excel (Pivot Tables, Lookup Functions), professional presentation design, and structured document creation

### **Oracle Live, Skill Academy by "Testbook"**

06/2024 – 07/2024

Gained hands-on experience in Oracle SQL for database creation, data manipulation, aggregation functions, query optimization, and indexing for performance enhancement.

Bhopal

### **Tally Erp 9, "Excellence Tally Institute"**

08/2020 – 10/2021

Recording Voucher, creating Cashflow, Fundflow, Taxation, Bank Reconciliation.

Bhopal

### **CCC, (Course on Computer Concept)**

11/2017 – 04/2018

Bhopal, M.P

## **Trainings facilitated to FPOs**

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### **Accounting & Taxation**

09/2024

- Training Program covered Basis Accounting Principle, Creating & Recording Vouchers in Tally soft. Maintaining FPOs registers to maintain finance transparency.

### **Import & Export Summit**

07/2024

- A comprehensive training program to enhance the capacity of CEOs and BODs in identifying agricultural business opportunities, managing risks, understanding FPO operations, roles, and responsibilities, developing business plans, value chain analysis, marketing strategies, and ensuring institutional compliance.

### **Capacity Building of BoDs & CEO**

- Conducted a training program focused on enhancing the operational and managerial capacities of FPO CEOs and Board of Directors (BODs). **Key components included:**
  - Business Opportunities and Risk Management in Agriculture.
  - Roles, Responsibilities, and Operational Management of FPOs.
  - Fundamentals of Business Plan Development and Value Chain Concepts.
  - Marketing Strategies and Institutional Compliance for FPOs.

### **Achievements:**

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- Contributed to successful disposal and fund release for **2.5 lakh MT commodities under NAFED**, ensuring compliance and reporting accuracy.
- Supported mobilization and utilization of **large-scale government and institutional funding** through proposal development and convergence. Bhopal, M.P

### **Signature Strengths:**

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|------------------------------------|--|
| • Fundraising & Donor Coordination | • Proposal Writing & Grant Documentation |
| • Stakeholder & CSR Engagement     | • Ethical & Transparent Fund Management  |
| • Impact Reporting & Storytelling  | • Client Relationship Management         |