

Pankaj Choubitkar

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OBJECTIVE:

To associate with an organization, that offers challenges to strive for the organizational as well as personal growth and assign a key responsibility wherein I can implement best of my abilities.

Skills/Tools

- Quick Learner Business.
- Development.
- Customer Need Assessment.
- Business Operations.
- Project Management.

INTERNSHIP :

Presented poster session of conference organized by Indian association of soil and waterconservationists (IASWC Dehradun)

Training In Animal Husbandry Sponsored By Central Bank of India M.P.

WORK EXPERIENCE

(Company : SRI RAMA AGRI GENETICS (India) PVT. LTD)

(Designation: Territory Manager .)

Duration:- December 2022- Present Details

1. Managing and supervising the team of 3 Field Officer.
2. Achieving monthly targets (Sales, Collection, Liquidation).
3. Doing Sales promotions activities.

4. Responsible for demand generation at farmer level by conducting farmer connect activities- One to one farmer connect, Group meeting, Organised farmer meeting. and Mega Farmer Meeting
5. Ensuring demand fulfillment by collaborating with Retailers and Distributors.
6. Conducting demonstration activities and trial, thus assisting organization to know . product fitment based on geographical positions
7. Showcasing product result at farmer level by doing Product differentiation activities.
8. Providing marketing intelligence data from farmer and retailer to higher authority.
9. Attending and Resolving Product Service calls at farmer level.
10. Acting as Consultant to farmer by providing right solution as per farmer need.
11. Formulation of various plans such as daily/monthly sales plans.

Company: NUZIVEEDU SEEDS LTD.

Designation: SALES OFFICER

Duration: 1 Year 4 Months(SEPTMBER 2021)

1. Managing and supervising the team of 1 Field Officer at Chhindwara Territory.
2. Ensuring demand fulfillment by collaborating with Retailers and Distributors.
3. Conducting and Guiding the demonstration activities and trial, thus assisting . organization to know product fitment based on geographical positions
4. Providing marketing intelligence data from farmer and retailer to higher authority.
5. Attending and Resolving Product Service calls at farmer level.
6. Acting as Consultant to farmers and FO by providing right solution as per farmer need.
- 7.. Formulation of various plans such as daily/monthly sales plans.

Company: Nuziveedu Seeds Limited

Designation: MDO

Duration: March 2021

QUALIFICATION:

PROFESSIONAL

- M.Sc. Agriculture (Soil Science and Agricultural Chemistry) in 2020-21 with 76.6% from Bundelkhand University, U.P.
- B. Sc. Agriculture in 2018 with 74.6% from DBARU University, AGRA (UP)
- Class 12th with 54% from CBSE in 2013.
- Class 10th with 5.8 CGPA from CBSE in 2010.

PERSONAL PROFILE:

Name : Pankaj Choubitkar
Father Name : LT. Vasudeo Choubitkar
Sex : Male
Marital status : Single
Date of Birth : 13/12/1994
Nationality : Indian
Permanent Address : Ward no. 38 New Sabji Mandi Road Chandannagar
Chhindwara M.P.480001

DECLARATION:

I hereby declare that the information given above is true to the knowledge & belief.



Date :
Place : Chhindwara M.P.

Signature
(Pankaj Choubitkar)

