

Educational Background				
PGDM -Agribusiness Management	National Institute of Agricultural Extension Management (MANAGE), Rajendranagar, Hyderabad	Autonomous Institute under Ministry of Agriculture and Farmers Welfare	67.99%	2025
B.Sc. Agriculture	PVRT Degree College, Kakinada	Adikavi Nannaya University, Rajamahendravaram, Andhra Pradesh	81.70%	2021
Class XII	DE Paul JR college, Eluru, Andhra Pradesh	Board of Intermediate Education, Andhra Pradesh	89.20%	2018
Class X	Don Bosco EM High School, Ravulapalem, Andhra Pradesh	Board of Secondary Education, Andhra Pradesh	92.00%	2016
Work experience				
Aquaexchange Agritech private limited	Management trainee April 2025- Present	<div>1. Project Coordinator – Saudi Operations</div> <ul style="list-style-type: none"><li>Gained in-depth knowledge of the Aquaculture and Shrimp industry, including cultivation practices, farm management systems, risk mitigation, and sustainability factors, enabling better understanding of client environments and solution relevance</li><li>Led end-to-end <b>international</b> software project coordination using Jira for task tracking, sprint planning, and issue resolution</li><li>Acted as the primary liaison between <b>Saudi client leadership</b> and internal teams to align deliverables, priorities, and quality benchmarks</li><li>Supervised a cross-functional team of <b>5 Software developers</b> and <b>5 farm monitoring executives</b>, ensuring collaboration, accountability, and on-time delivery</li><li>Designed interactive <b>project dashboards and status reports</b> using <b>Power BI</b> and <b>Looker Studio</b>, enabling data-driven decision-making and performance visibility</li></ul> <div>2. Business Analyst – Strategy &amp; Execution</div> <ul style="list-style-type: none"><li>Utilized Jira and analytics tools for requirement analysis, workflow tracking, and process optimization, improving delivery efficiency</li><li>Delivered data-driven insights to support <b>strategic decision-making</b>, resource allocation, and feature prioritization</li><li>Collaborated across <b>software, operations</b>, and management teams to streamline execution and enhance product functionality</li><li>Participated in business review meetings with <b>senior management</b> and <b>clients</b> to align objectives and drive continuous improvement</li></ul> <div>3. Device Exports – Operations &amp; Coordination</div> <ul style="list-style-type: none"><li>Managed end-to-end <b>device export operations</b> worth of <b>5Cr</b> including client data collection, production updates, quality checks, and dispatch tracking.</li><li>Coordinated closely with <b>production, QA</b>, and <b>logistics</b> teams to ensure timely, compliant, and efficient export deliveries.</li><li>Maintained detailed records, shipment documentation, and client communication logs for transparency and accountability</li><li>Improved overall <b>export efficiency</b> through proactive planning, stakeholder coordination, and real-time performance tracking</li></ul>		
Internship				
Winter Internship (1month)	Ananda Dairy Ltd	<b>Project Title: Market Analysis and GTM Strategy Development for Ananda Paneer and Flavored Milk</b> <ul style="list-style-type: none"><li>Conducted an extensive <b>market analysis in Hyderabad</b> focusing on <b>retailer, distributor, and consumer behavior</b>, identifying key factors influencing product acceptance and brand preference</li></ul>		2024

		<ul style="list-style-type: none"> <li>Analyzed <b>competitor pricing structures (MRP, PTR, and PTD)</b> to assess market positioning and recommend profitable yet competitive pricing strategies</li> <li>Developed a <b>Go-To-Market (GTM)</b> plan to support the launch of Ananda Dairy products, with the goal of optimizing <b>market entry</b>, increasing <b>brand awareness</b>, and driving <b>product trial</b></li> </ul>	
Summer Internship (2 months)	<b>Digivridhhi Technologies Private Limited</b>	<b>Project Title: Comprehensive analysis of dairy farms and sector in Andhra Pradesh and Study on adoption of digital platforms of DGV</b> <ul style="list-style-type: none"> <li>Conducted <b>In-depth research</b> with <b>100 dairy farmers</b> about farms and sectors in Andhra Pradesh including <b>Surveys, interviews and data analysis</b></li> <li>Research on <b>characteristics, usability, and adoption rates</b> of Digivridhhi Technologies Pvt Ltd.'s digital applications</li> <li>Conducted <b>training program</b> for DCB employees on <b>SaaS</b> application of DGV for disbursement of dairy loans digitally</li> <li><b>Identifying opportunities for DGV</b> to enhance their digital platforms and <b>increase adoption rates</b> among dairy farmers in Andhra Pradesh</li> </ul>	2024
Work Experience (10 Months)	<b>Nuziveedu seeds Ltd</b>	<ul style="list-style-type: none"> <li>Ensured <b>seed quality, hygiene, and biosecurity</b> from arrival to dispatch, strictly following <b>Standard Operating Procedures (SOPs)</b> and regulatory standards</li> <li>Supervised <b>sampling and batch testing</b> processes to ensure consistency and traceability across production lots</li> <li>Monitored <b>storage conditions (temperature, humidity, and pest control)</b> to maintain seed integrity and shelf life</li> <li>Trained warehouse and production staff on <b>quality assurance protocols, handling procedures, and safety practices</b> to sustain consistent standards</li> <li>Optimized <b>inventory management</b> and seed flow tracking that resulting in reduced wastage and improved operational efficiency</li> </ul>	2022
<b>Position of Responsibility</b>			
Sports Committee, MANAGE	<ul style="list-style-type: none"> <li>Managed Sports <b>Operations</b>, including <b>Conduct, Inventory, Budgeting, Infrastructure Maintenance</b> and <b>upgradation</b></li> <li>Organized the <b>Annual Intra-Collegiate sports event – “Zenith’24”</b> spanning 5 weeks</li> <li>Organized the <b>Annual Inter-Collegiate sports event – “OLYMPUS 24”</b> consisting of 10 colleges and 8 games with footfall of 300 and more</li> </ul>		2023-25
<b>Achievements</b>			
Certifications	<ul style="list-style-type: none"> <li>Completed online <b>Marketing management</b> course from <b>NPTEL, IIT Kanpur</b></li> </ul>		2023
Extra-Curricular activities	<ul style="list-style-type: none"> <li><b>1st Prize in Shot Put</b> and <b>Runner-up in Volleyball and Basketball</b> at Zenith’24</li> </ul>		2024
	<ul style="list-style-type: none"> <li><b>Runner-up in Volleyball</b> at Olympus’24</li> </ul>		2024
	<ul style="list-style-type: none"> <li><b>Organized Blood Donation Camps and Awareness Programs</b> under Manam Seva Samithi</li> </ul>		2019
	<ul style="list-style-type: none"> <li><b>NCC-B Certificate Holder</b> – Completed NCC training under 18 Andhra Battalion</li> </ul>		2018
	<ul style="list-style-type: none"> <li><b>Parade Commander</b> for Independence Day and Republic Day celebrations under 18 Andhra Battalion</li> </ul>		2018
	<ul style="list-style-type: none"> <li><b>Runner-up in Basketball</b> at Inter-College Tournament, Bhimavaram</li> <li><b>3rd Position in AP State Football Championship</b>, Kurnool</li> </ul>		2016 2016
<b>Others</b>			
Computer Skills	MS Word, MS Excel, MS PowerPoint, Canva, Power BI, Looker Studio & Odoo		
Hobbies	Playing Sports & Photography		
Languages Known	English, Hindi & Telugu		

Mobile:7569441823

Address: 10-65, Palivela, Kothapeta mandal, Dr.BR. Ambedkar  
konaseema district-533229

Email:[akashb23@manageites.org](mailto:akashb23@manageites.org)