

DURGAM SANDHYA

9398760872 | durgamsandhya1208@gmail.com |cuddapah (Andhra Pradesh, 516203)

PROFESSIONAL SUMMARY

Experienced agriculture sales and marketing professional with 1years of experience in agrochemical industry and skilled in demonstration. Effective communicator and relationship builder with farmers, distributors, and channel partners. Proficient in delivering persuasive presentations and closing deals. Analyzes market trends, devises creative sales strategies, and adapts to changing environments. Committed to exceptional customer service and driving success in businesses.

Design-driven Landscape Supervisor with proven 2-year track record of management success. Proven strengths in supervising plant placement, lawn maintenance and customer consultancy. Consistently maximizes customer loyalty by developing teams dedicated to yard design and successfully executing maintenance tasks.

PROFESSIONAL EXPERIENCE

Bayer crop science, Punganur & Addanki

Project officer

5/2021 – 4/2022

- Visiting farmer fields and scouting for mapping crop availability.
- Building healthy relationships with formers.
- Crop advising and providing technical support to manage pests and diseases.
- Worked with procurement agencies and provide support to potential customers within territory
- Identify and engage prospective customers, including distributors and retailers, to broaden market presence.
- Surpass sales targets through adept lead generation, skillful negotiations, and successful deal closures. Make sure no deviation in the collection plan.
- Maintain strong relationships with dealers, addressing their concerns promptly to ensure customer satisfaction.

National Institute for Micro, Small and Medium Enterprises (ni-msme) Yusefuguda,Hyderabad.

Consultant (Sr. Horticulturist)

5/2022 – 04/2025

- Planned and supervised landscape activities while staying with in budgeted hours and maintaining safe work environment out in field for crew members.
- Established relationships with various parties involved in landscaping process through strong leadership and problem-solving skills.
- Monitored proper use of required personal protective equipment and crew to promote safe work environment.
- Removed weeds, hazards and debris from common pathways to improve usability.
- Performed planting, watering, mulching and edging of lawns.
- Maintained grounds by trimming, weeding and general clean-up.
- Used trimmers and chainsaws for ground maintenance, brush clearing, and tree removal and

trimming installed lights, sprinklers and other outdoor features based on requirements.

- Trimmed greenery, shrubs, hedges to maintain uniform appearance.
- Monitored weather conditions to plan work schedules effectively and minimized project delays.
- Trained personnel on irrigation, pest control and planting techniques to promote landscaping skills.
- Educated clients on proper lawn and plant care, giving details on appropriate watering and fertilization.
- Scheduled staff members for landscaping shifts, enabling adequate coverage for projects.
- Delegated tasks to workers daily, considering personal skill levels, daily targets and necessary conditions adaptations.
- Trained over new employees on equipment, closely monitoring use for safety and adherence to company protocols.

SKILLS

- Excellent communication skills and a well-organized person
- Proficient in crop management, demand generation activities, and advanced agronomic practices
- Building and developing relationships with key channel partners and farmers
- Empowering and mentoring team members
- Strong business development and operation management abilities
- Effective leadership and motivation skills
- Proficient in MS Office (Word, PowerPoint), and MS Excel.
- Team-minded
- Tree and Shrub Planting
- Grounds Maintenance
- Residential Landscaping
- Soil preparation
- Lawn Aeration
- Landscaping plans
- Weeding gardens
- Organic Practices
- Pest Management
- Watering lawns and trees
- Pruning skills
- Plant Knowledge
- Garden maintenance
- Trimming and weeding
- Transplanting and potting plants
- Planting flowers and bushes
- Equipment Maintenance
- Project Scheduling
- Project Design
- Decorative stone installation
- Lawn and Grounds Maintenance
- Design skills
- Irrigation Systems

EDUCATION

Bachelor of Science in Agriculture	2017-2021
Dr. Bhimrao Ambedkar Agriculture University	
Master of Science in Agriculture	2021- 2023
Raja Balwant Singh college	

PUBLICATIONS

"Effect of integrated nutrient management on growth and yield of black gram (Vigna mungo L. Hepper)".

CERTIFICATION

Training programme on Beekeeping Integrated with oilseeds Mission.

PRACTICAL PROGRAMME

Agriculture Extension : (RAWE) Rural Agricultural Work Experience .

PERSONAL DETAILS

Name	: Durgam Sandhya
Father name	: Durgam Sanjeeva Rayudu
Date of Birth	: 12 August 1999
Marital Status	: Unmarried
Address	: 4/335, teachers colony, khajipeta (m), kadapa (D),Andhra Pradesh

LANGUAGES

Telugu
English
Hindi

INTEREST

Farming
Traveling
Dancing
Reading books .

DECLARATION

I hereby declare that all the details furnished above are true and are responsible for further consequences.

DATE:

PLACE:

[DURGAM SANDHYA]