

# Garampally Vijay

S/o G.Agaiah

D. No: 3-68/A, Sriramulapally, Ellanthakunta (Post), Ellanthakunta (Mandal), Karimnagar (Dt), T.S. – 505122

Phone: 9848978665 Email: [Garampally.vijay89@gmail.com](mailto:Garampally.vijay89@gmail.com) DOB: 20-04-1989.

## Career Objective

To perform competitively among the team with the best utilization of my knowledge and skills, and gain best experience for obtaining a leadership position in the agriculture industry.

## Academics

DEGREE/EXAM	UNIVERSITY	YEAR	SCORE
B.Sc (Agriculture)	Agriculture College, Rajendranagar.	2008- 2012	68 %
Agriculture Diploma	Agriculture College, Jagityal.	2006- 2008	77.89 %
Board of Intermediate Education.	Wisdom Junior College, Karimnagar (Dt)	2004-2006	78.65 %
Board of Secondary Education.	Ekashila Public School, Jammikunta.	2003-2004	77 %

## Experience

Seed Works International Pvt Ltd	Area Manager Sales (Feb 2023 Onwards)
<ul style="list-style-type: none"><li>Achieved 100% of Sales budget in FY 2023.( With 760 Kg Of Red Chilli Growth over FY 2022).</li><li>Succeeded in Retailer launch and sale of SW 450 with 20 Kg to 435 Kg in FY 2023.</li><li>Conducted demand generation activities like village launches, Night AV meetings, market day stalls, Media articles, Local cable ad, Field visits &amp; Retailer crop shows.</li><li>Initiated SW 450 add shooting, Chillis crop video, Testimonial farmer village launch in FY23.</li><li>Highest sales of NPL Product SW434 in FY23 within the region with 270Kg.</li><li>Managed to maintain <b>15%</b> Sales Returns @ FY-23 and <b>12%</b> Sales returns @ FY-2022</li><li>Best village level launch of new hybrids like SW 450 &amp; SW434 and Express in FY 23.</li></ul>	

<b>Syngenta India Pvt Ltd</b>	<b>Senior Territory Manager (July 2018 onwards)</b>
<ul style="list-style-type: none"> <li>Initiative for launch of sales NK 6514 and NK 6802 in the Territory.</li> <li>Represented the development Activities of New Hybrid Lunches ( S 6668 Plus and NK 7720)</li> <li>Driven marketing activities through Field Visits and Harvesting Days for Corn business.</li> </ul>	
<b>Syngenta India Pvt Ltd</b>	<b>Territory Manager (July 2018 – March 2019) Senior Territory Manager (March 2019 Onwards)</b>
<ul style="list-style-type: none"> <li>Achieved 122% of Sales budget in FY 2019.( With 25 MT Growth over FY 2018)</li> <li>Achieved 126% of Sales budget in FY 2020 (with 75 MT Growth over FY 2019).</li> <li>Achieved 110% of Sales budget in FY 2021. (with 18 MT Growth over FY 2020).</li> <li>Succeeded in Retailer launch and sale of NK 7720 with 2 MT to 35MT in FY 2020.</li> <li>Conducted demand generation activities like village launches, Night AV meetings, market day stalls, Media articles, Local cable ad, Field visits &amp; Retailer crop shows</li> <li>Initiated NK 7720 add shooting, Corn crop video, Testimonial farmer village launch in FY20</li> <li>Highest sales of NPL Hybrids NK 7720 in FY20 within the region with 35MT.</li> <li></li> <li>Managed to maintain <b>15%</b> Sales Returns @ FY-19 and <b>12%</b> Sales returns @ FY-2020</li> <li>Best village level launch of new hybrids like NK 6802 &amp; NK 6514 and Express in FY 21.</li> <li>Streamlined channel partners for better results.</li> </ul>	
<b>Bayer Crop science Pvt Ltd</b>	<b>Territory Executive (August 2016 – July 2018)</b>
<ul style="list-style-type: none"> <li>Acquired good crop and market information about Paddy, Cotton, Turmeric and chilli in the territory.</li> <li>Product wise planning of sales and implementation of marketing activities.</li> <li>Launched New Brand Chemicals and established the new brand in Farmer level as well as Trade level.</li> <li>Streamlining the billing and liquidation process in every product to reduce the inventory levels at stockiest.</li> <li>Conducting ‘Farmer Training Programs’ on control of pests and diseases.</li> <li>Best product seller for Regent in FY 17 in the region.</li> </ul>	
<b>E I Dupont India Ltd</b>	<b>Sales Co Ordinator (Feb 2014- July 2016)</b>
<ul style="list-style-type: none"> <li>Gained good knowledge on Vegetables and Paddy market at Rangareddy and Mahbubnagar respectively.</li> <li>Developed good dealer network in the territory which had benefitted in increasing the Product spread of Coragen and Ferterra to the better extent.</li> <li>Good spread of Benevia and Galileo Product in the launch year FY 15.</li> </ul>	
<b>Crystal Crop Protection</b>	<b>Management Trainee (Aug 2012- Feb 2014)</b>

- Looking after the Promotional Activities of stores in the area.
- Conduct village level meetings and promoting the products to the farmers.
- Advising and technically helping the Farmers to increase the crop productivity.
- Providing both Technical and Non-Technical information about the products to the Team and farmers.
- Daily mailing the sales reports and field report to our higher concerns Business Development.

### **Crystal Crop Protection**

### **Management Trainee (Aug 2012- Feb 2014)**

- Achieved highest sales in Spatiality Product (Missile) for this financial year.
- Achieved Most number of loyal farmers through meetings and promotional activities.

### **Professional capabilities**

- Competitive work attitude and better time management
- Good in team handling and motivation
- Better in channel management
- Good in campaign planning and implementation
- Focus on new markets for better product spread

### **Declaration**

I hereby declare that the above furnished details are true and correct to the best of my knowledge.

**DATE:**

**INITIALS**  
**(Garampally Vijay)**