

CV

GOPAL SAGAR GOUD: PGDM [ABM]

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Jalalpur (village)
Varni (mandal)
Nizamabad (district)
Pin-503201
Telangana



CAREER OBJECTIVE:

- I want to give my best from what I gained during my past academic study period & through my experience in past to my entity in reaching its heights, passionate about handling Sales, Marketing Operations, Demand generation in Agri input sector

EDUCATION:

Degree /Course	board/university	Name of the institution	Percentage	Passing year
PGDM –AFB	AICTE	Agriculture and food management institute, Mysore	6.6	2020
BSc agriculture	Mahatma Phule Krishi Vidyapeeth, Rahuri	College of agriculture Baramati, Pune	7.7	2017
Intermediate	Board of Intermediate Education	Sri Chaitanya Jr College, Bachupally, Hyderabad	9.23	2013
SSC	Board of Secondary Education	Victory model high school, Chandur, Nizamabad	9.28	2011

EXPERIENCE: (5.3 years)

- **TERRITORY SALES MANAGER [3Years]:** Sales & marketing manager at Guntur & Vijayawada Territories, Nellore & ongole during summer sale @ RASI SEEDS PVT LTD, Cotton Division

- **JOB ROLE:** Handled sales and marketing activities in both the territories & also maintained customer relation for the productivity, handled the team of 8 ESO'S, Handled the pd side also effectively by giving the demos to farmers & even maintained RST trails @ gntr & ntr
- **TERITORY SALES LEAD [9 months]:** Sales management at KAVERI SEEDS COMPANY LTD, Hq at GAJWEL area covering territory of old Medak area, yadadri
- **JOB ROLE:** sales generation, retailer appointments, maintaining dealer relation, demand generation activities, team management
- **TECHNICAL SALES [1yr 6 months]:** Sales management at VALAGRO (SYNGENTA GROUP) Worked for technical sales of VALAGRO and did business in advance cash basis
- **JOB ROLE:** handling of sales, marketing operations, advertisements, market analysis, customer follow up, holding dealers network forecast, demand generation activities, campaign activities, handling farmer level issues,
- **INTERNSHIP PROJECT [3 MONTHS]:** MARKET SURVEY ON BRANDING OF A Pesticide Company NICHINO INDIA PRIVATE LIMITED (Subsidiary of NIHON NOHYAKU TOKYO, JAPAN) formerly called as HYDERABAD CHEMICALS LTD. Organized the survey for dealers and farmers in Nizamabad area TELANGANA, collected the data analyzed the data for further actions to be made in the market.

TECHNICAL SKILLS:

- Did diploma in COMPUTER APPLICATIONS, can operate all the computer applications to my best in excel, word, presentations

ACHIEVEMENTS AND AWARDS:

- I got BEC (BUSINESS ENGLISH CERTIFICATE) from Cambridge University and achieved council of European level A2 certificate

INTERESTS:

- Managing administration, sales management, Marketing, operations management, supply chain management, field visits

PERSONAL STRENGTHS:

- Communication skills, quick learner, punctuality

PERSONAL PROFILE:

- **DATE OF BIRTH-** 03/07/1995
- **MARITAL STATUS-** Married
- **NATIONALITY-** Indian
- **KNOWN LANGUAGES-** English, Hindi, Marathi, Telugu

DECLARATION: I hereby declare that all the details Furnished here are true to the best of my knowledge and belief



GOPAL SAGAR GOUD

NIZAMABAD,

TELANGANA