

CURRICULUM VITAE

P. Vasantha Rao

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Key Strengths:

- ☐ Has got the highest capacities in managing and organizing a team in a company.
- ☐ Possess excellent skills in maintaining relations with customers for the interest of organization.
- ☐ Disciplined, dedicated, Self-Motivated and Result oriented, Enthusiastic, ability to adopt new environment, grasp work quickly, can work under pressure with very good interpersonal skills with good knowledge on communication.

Work Experience:

- ☐ **Company: Rallis India Limited,**
- ☐ **Position: SSE**
- ☐ **H.Q-Guntur**
- ☐ **Covered Area:Guntur, Prakasham, Krishna & Nellore**
- ☐ **Period-Apr-2021 to till Know**
 - Target Achieved 2024" 100% all crops
 - Target Achieved 2023" 105 %(with all crops-Cotton,Chilly,Maize & Paddy)
 - Handled both crops (FC&VC)
 - Target Achieved" Zero to 20- Mt Maize sales in Coastal Area-Rabi-21 Season
 - Distributor Channel setup
 - Complete Channel Upgrade Dhaanya to Rallis India Limited.
- ☐ **Company : Limagrains India Limited,**
- ☐ **Position:Territory Sales Manager**
- ☐ **HQ:-Nizamabad**
- ☐ **Covered area:-Nizamabad,Adilabad,Medak Sangareddy & Karimnagar**
- ☐ **Period-May 2017 to Apr-10 th 2021**
 - 2018-19 EXTRA MILEAGE AWARD WINNER ABS & SALES,New Maize hybrid Topper
 - 2017-18 ABS & SALE, Topper in AP TS Region
 - 2017-18 -105 tones Maize Target achieved
 - We are Worked on crops Maize,HY.Paddy,Sunflower & Bajra
 - Govt subsidy work
- ☐ **Company :Xylem Seeds Pvt Ltd (A Group of DUPONT),**
- ☐ **Position : Territory Sales Lead,**
- ☐ **HQ :Guntur**
- ☐ **Covered Area:-Guntur,Prakasham& Krishna**
- ☐ **Period : From Oct 2013 to April 2017.**
 - Responsible for Sales, Collections and Sales promotion activities
 - Consistent performance in the Cotton ABS collections.
 - Increased Cotton Sales
 - Developed the cotton brand – 73C52,73C34 in Krishna & Guntur districts

Company: Pravardhan seeds Pvt Ltd(NSL Group)

- ☐ **Position: Sales Officer**
- ☐ **H.Q :Karimnagar & Guntur**
- ☐ **Covered Area:-Guntur,Krishna&Prakasham**
- ☐ **Period :Aug'10 to Sep'13**
 - Increased distributor network from 5 to 22.
 - Conducted several farmer meetings, field visits and field days.
 - MDR Product Training programs
 - Coordination with agriculture department official

- ☐ **Company :Ankur Seeds Pvt Ltd ,**
- ☐ **Position : Junior Sales Officer**
- ☐ **HQ :karimnagar**
- ☐ **Covered Market: Karimnagar**
- ☐ **Period:June 2008 to July"2010**

- Responsible for the conducting village level farmer meetings, field visits and sales of cotton products
- Conduct demos in the field
- Quality Distributors network selection

Academic Qualification:

- M.B.A(Marketing) from Acharya Nagarjuna University, Guntur (2006-2008)
- B.Sc (Computers) from Acharya Nagarjuna University, T.J.P.S Degree College, Guntur (2003-2006)
- Intermediate (M.E.C.) Board of Intermediate Education, MasterMinds, Guntur (2001-2003).
- SSC from Board of Secondary Education,Z.P.H.S -Emani (2000-2001).

Technical skills:

- Ms Office(Salesforce orders & PPT ,Excel & Dispatch tracking)

Personal details:

Name : P .Vasanth Rao
Father Name : Venkateswarlu
Native Place : Amaravathi,Guntur
Date of Birth :10-04-1985
Age : 39 yrs
Gender : Male
Marital Status : Married
Nationality : Indian
Languages Known : English ,Hindi & Telugu
Hobbies : Reading Books, Listening Music

Declaration:

I do hereby declare that the above stated particulars are true and correct as per my knowledge and belief.

Place: Guntur
Date: 14.4.2025.

(P.Vasanth Rao)