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| **Resume** **Santosh Paikrao** M.Sc. (Agri) Agronomy. **Email Adresse :**raosantosh\_2015@yahoo.com**Permanent Address:**Near Gram panchayat KaryalayaShrirampur. Post-ShrirampurTaluka-Pusad, Dist- YavatmalPin-445215**Personal Information****Date of Birth** : 12 August 1976**Sex** : Male**Nationality** : Indian**Marital Status** : Married**Father’s Name** : Madhukar Paikrao**Languages**  : Marathi, Hindi, English.**Phone number** : 9921586232 | **Objective** To strive for the development of the organization through constant information and Creativity. To strive for personal development by being pro-active and technically updated.To strive for excellence by accepting new, diverse and challenging roles and Responsibility.To get a position where I can put me as good Marketing Management professional.**Major Strengths** 1. Enthusiastic, Confident & Energetic
2. Believe in Punctually, Patience & Dedication.
3. Listener and speaker.
4. Smart working as per demand.
5. Positive Attitude. Work in pressure and critical condition.

**Educational Qualification**

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| **Course** | **Institution** | **Board/** | **Year of** | **Marks %** |
| **University** | **Completion** |
| **M.Sci Agronomy** | Dr.PDKV, Akola | Dr. PDKV, Akola | 2002 | 78.00% |
| **B.Sci. Agri** | SSAC, Amravati | Dr. PDKV Akola. | 2000 | 70 .7 |

**Experience**

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| **Organization** | **Designation** | **Total** | **Area Cover** |
| Genomix AGPL (Kaveri Group) | Regional Business Manager | 2021 to till date | Vidarbha Region |
| Rasi Seeds (P) Ltd. | Regional Crop Manager | 2017 to 2021 | Vidarbha Region. |
| Rasi Seeds (P) Ltd. | Territory Manager | 2012 to 2017 | Yavatmal Chandrapur |
|
| JK Agri Genetics | Sales Officer | 2007 to 2012 | Buldana |
| JK Agri Genetics | Asst.Sales Officer | 2004 to 2007 | Raipur (CG) |

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|  **Job Roll** |

* Develop sales, collection and built the Sales network.
* Arrange the training of Sales staff to develop their technical knowledge about hybrid and cultivation management.
* Farmer meeting in village level and aware them about new technology.
* Provide the information to the research team keeping in view the needs of farmers.
* Guide to Sales team for Placement and liquidation of hybrids as per segment .
* Market research and collect data from various sources for generating Business.
* Searching new opportunity for product fitment in market..
* Competitor Analysis and help to improve Sales channel & New Dealer appointment.
* Budgeting of Product development activity.
* Advertisement, Promotion & Branding of new product..

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| **Achievements** |

* First Prize in Sales as a Territory Manager (2015 & 2016) and Best Performance (2018).
* Awarded for New Concept of Soil segmentation and hybrid wise agronomy practice developed in 2017.
* Within a 3 Years got promoted.

**Extra Curricular Activities & Skill**

* Participate in College NSS programmed of inter University level.
* Excel, MS-Document, Power Point Presentation etc.

 **Salary Details**

* **Current CTS -12.58 Lac**
* **Expected CTC- 16 Lac**
* **Notice Period -20 Days to 3 Month.**

**Declaration**

 I am Mr. **Santosh Madhukar Paikrao** hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date**: 26/07/2025 yours truly,

**Place**: Yavatmal **( Santosh Paikrao )**