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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Resume**  **Santosh Paikrao**  M.Sc. (Agri) Agronomy.    **Email Adresse :**  raosantosh\_2015@yahoo.com  **Permanent Address:**  Near Gram panchayat Karyalaya  Shrirampur. Post-Shrirampur  Taluka-Pusad, Dist- Yavatmal  Pin-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**   |  |  |  |  |  | | --- | --- | --- | --- | --- | | **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**   |  |  |  |  | | --- | --- | --- | --- | | **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 )**