



Ch Surendra Babu



EXPERIENCE

Zonal Manager Devi crop science Pvt Ltd, Hyderabad, India
11/2024– continue

Embarked on a fulfilling professional journey with Devi crop science Pvt Ltd in 2024, commencing as a Zonal Manager (State Head Position) for Telangana.

My responsibilities encompassed overseeing key territories with headquarters located in Hyderabad, Khammam, Nalgonda, Mahabubnagar, Adilabad, Nizamabad

Regional Manager Geolife Agritech Pvt Ltd, Hyderabad, India
04/2024 to 10/2024

Embarked on a fulfilling professional journey with Geolife Agritech Pvt Ltd in 2024, commencing as a Regional Manager (State Head Position) for Telangana. My responsibilities encompassed overseeing key territories with headquarters located in Hyderabad, Khammam, Nalgonda, Mahabubnagar, Adilabad, Nizamabad

Area Sales Manager Godrej Agrovet Ltd, Hyderabad, India
06/2017 – 02/2024

Embarked on a fulfilling professional journey with Godrej Agrovet Ltd in 2017, commencing as a Senior Sales Executive and subsequently earning promotion to the position of Area Sales Manager. Over the course of six years, my responsibilities encompassed overseeing key territories with headquarters located in Hyderabad, Rajahmundry, and Adilabad.

Within the Hyderabad region, strategically elevated area sales revenue from 5 crores to an impressive 10 crores, reflecting a steadfast commitment to driving sales growth and market expansion. In Rajahmundry, adept management resulted in the maintenance of consistent sales figures at 10 crores, showcasing proficiency in sustaining market performance.

Notably, in the Adilabad territory, orchestrated a substantial leap in sales revenue from 10 crores to an exemplary 14 crores. This achievement underscores a strategic and results-driven approach in fostering robust sales outcomes.

Throughout this tenure, I have demonstrated resilience, strategic acumen, and a dedication to achieving and surpassing sales targets, contributing significantly to the overall success and growth of the organization.

Sales Executive RALLIS India Ltd - Eluru
04/2012 - 07/2017

Commenced career with Rallis India Ltd, Eluru, in 2012, carving a unique path

- Developed key products like Taqat, Takumi 6 Ergon, dominating Maize and Groundnut market
- Pioneered the Geogreen Project, introducing Organic manures to enhance soil health
- Quintupled the company's revenue from 3 crores to 7 crores within 5 years

Sales Officer Bayer Crop Science Ltd - Mancherial, India
07/2008 - 03/2012

Commenced employment with Bayer Crop Science in 2018 and demonstrated noteworthy progression within the organization over the span of three years. Successfully undertook diverse roles, including Project Officer, Business Development Associate (BDA), and Sales Officer.



EDUCATION

B.Sc. (AGRICULTURE) ANGRAU, BAPATLA, AP, 2008

CONTACT

LB NAGAR, HYDERABAD, 500070
surya0992004@gmail.com. 9618341433

PROFESSIONAL SUMMARY

Proven Sales and marketing Specialist excelling in revenue growth and market expansion. Skilled in executing strategic sales, leading successful teams and managing customer relationships

Successful in initiating managing potential marketing campaigns, market analysis spotting new business opportunities.

Leveraging strategic thinking, exceptional interpersonal skills, and forward-thinking to drive organizational success in a competitive environment. Eager to contribute these skills are the dynamic team.

CORE

QUALIFICATIONS

- > Marketing campaign management
- > Business development
- > Product development
- > Brand-building strategies
- > Relationship management
- > Market and competitive analysis
- > Team management
- > New account development
- > Presentations and proposals
- > sales forecasting