

## CURRICULUM VITAE

### **AKSHAY NARENDRA SHERE**

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#### **Career Objective :**

- To obtain a challenging agricultural sales position that will permit the use of current skill to their maximum potential while sharpen and increasing additional knowledge, capabilities and abilities.

#### **Skills :**

- Excellent Grasping.
- Confidence and learning ability.
- Self motivating ability.
- Ability to take risks.
- Innovative and result oriented approached.
- Hard working.

#### **Work Experience :**

##### Working in Agriculture Product Field since last 05 years.

<b>Name of Organization</b>	:	<b>HPM Chemicals &amp; Fertilizers Ltd., New Delhi</b>
<b>Designation</b>	:	<b>Executive Sales (HQ - Chh.Sambhajinagar)</b>
<b>Covering area</b>	:	<b>Jalna, Chh.Sambhajinagar, Beed (Part)</b>
<b>Duration</b>	:	<b>06<sup>th</sup> Aug. 2024 to till date</b>

#### **Job Reponsibilities :**

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence.
- Own recrutting, objectives setting, coaching and performance.
- Build and promote strong, long lasting customer relationship by partnering with them and understanding their need.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Handle the channel partner effectively.

**Previous Work Experience :**

**Name of Organization** : Safex Chemicals India Ltd., New Delhi  
**Designation** : Sales Representative (HQ - Satana, Nashik)  
**Covering Area** : Satana, Malegaon, Deola, Nandgaon, Kalwan  
**Duration** : Nov. 2022 to 06<sup>th</sup> Aug. 2024

**Name of Organization** : Greengold Seeds Pvt. Ltd., Chh.Sambhajinagar  
**Designation** : Marketing Officer (HQ - Vinchur, Nashik)  
**Covering Area** : Vinchur, Yeola, Malegaon, Manmad, Deola, Kalwan  
**Duration** : Satana, Sinner, Chandwad  
 Oct. 2021 to Nov. 2022

**Name of Organization** : Advanta Seeds (UPL Ltd.)  
**Designation** : Market Development Officer (HQ - Vinchur)  
**Covering Area** : Niphad, Lasalgaon, Vinchur  
**Duration** : Feb. 2020 to Sep. 2021

**Job Responsibilities :**

- Managing demand and supply activities.
- Implementation of all decisions given by the business head and co-ordinate with team of the unit.
- Conducting group of farmers meeting.
- Providing market information to superiors.
- Search for new dealers and customers.
- Demand generation for company's products.

**Academic Qualifications :**

Exam Passed	Name of Institute	Year of Passing	Percentage
Diploma in Agri.	Jijamata Krushi Tantra Mahavidyalay, Sindkhed Raja.	2020	65.33 %
B.A. (S.Y.)	KVK Kendra Kharpudi, Jalna	2022	52.33 %
H.S.C.	DRHS High School, Deulgaon Raja	2016	67.69 %
S.S.C.	DRHS High School, Deulgaon Raja	2014	60.20 %

**Other Skills & Certificates :**

- Certificate Course in MS-CIT in 2014 with 72%

**Personal Details :**

Date of Birth : 05<sup>th</sup> January, 1998  
Gender : Male  
Nationality : Indian  
Civil Status : Unmarried  
Languages known : Marathi, Hindi, English  
Permanent Address : At post Borakhedi Bawra,  
Tq. Deulgaon Raja, Dist. Buldhana 443204.

**Declaration :**

I hereby declare that above given information is true & correct to best of my knowledge & belief.

Date :

Place :

(AKSHAY N. SHERE)