



Anupam Sharma

Agriculture sales and Marketing Professional



linkedin.com/in/Anupam sharma



sharmaanupam641@gmail.com



9926297547



9074357290

Personal details:

Father's name : Ramavtar Sharma
Date of birth : 01.12.1993
Nationality : Indian
Religion : Hinduism
Marital status : Married
Village& Post – Birkhadi
District- Bhind (Madhya pradesh)
Pin code – 477116

CAREER OBJECTIVE

➤ To Work in an organization and achieve the goals assigned to me using my Hard work and commitment as also to achieve professional success and prosperity. Being a Hard working person, I believe in Team work and dedication, I would sincerely complete task given to me.

STRENGTH

- Have ability of handling sets of dealer & experience of Sales & Marketing of Seeds & Pesticides.
- Farmer training, demonstration, crop show & hand holding training to farmers.
- Customer data management.
- Good communication & presentation skills.
- Team management.
- Capability of strong relationship build up & convincing ability.

ACADEMIC QUALIFICATION

➤ **B.Sc. (Ag) under Jawaharlal Nehru krishi Vishwavidyalaya 2017 with 68.20 marks.**

➤ Higher Secondary School Certificate from Madhya Pradesh Board Bhopal in the Year 2012 with 60.20% Marks.

PROFESSIONAL EXPERIENCE



At Present working in Syngenta india Pvt. Ltd. as Territory Manager based at Jhalawar & looking after Jhalawar Territory fro August-2023



working in Mahindra & Mahindra Ltd. as Territory Manager based at Chhindwara & looking after Chhindwara Territory Bhopal Cluster from August, 2019 To Aug-2023



Bayer CropScience

From May, 2018 to Aug, 2019 worked in Adecco India Pvt. Ltd. under Bayer Crop science Ltd as Field officer.

- RAWE (Rural agriculture work experience) 6 month form KVK katni (M.P).

PRESENT JOB RESPONSIBILITY

- Driving demand generation with Focus on Liquidation in the assigned Territory Through Field Promotional activities such as Pre sowing campaigns, Farmer Training Program, Crop showcasing and demonstration.
- Field days and Field Trips in key villages of the assigned Territory.
- Tracking and managing team of Market development officers (MDO) and their activities.
- Actively manage relationships with key stake holders distributors and retailers Focus on accurate and timely planning , placement ,Liquidation and collections.
- Regularly report sales and other commercial activities by using digital platform.
- Developing and Maintaining relationships with key influencers in the Territory.

PREVIOUS JOB RESPONSIBILITY

- I have been Looking here Procurement of maize ,wheat and soybean.
- New Dealer appointment and development.
- Development of sales and marketing channel.
- Lesioning with Agri-body to maximize farmer connect.
- Market research and order placement and seasonal inventory management.
- Farmer training, demonstration of new products & crop show
- we did all scientific intervention for the respective crops Location of chhindwara ,Seoni mandla, vidisha, Gairatgunj ,Guna and also reduced cost of cultivation 12 % and increase crop productivity 20%.
- As our team do the activity or intervention in the in the respective crop they provide me actual details soil testing data , seed treatment ,seed rate ,sowing, nutrient management, irrigation management top dressing one by one activity harvesting and threshing with quality of grain then i compile all data of all the locations and then make the report in ppt then send it to higher management.
- Planning, Monitoring and Supervising the work of FaaS center managers and ensuring that Conduct the Demo's efficiently and Provide quality advisory on farming.
- End to end solution to farmers & hand holding training.
- Worked with 150 Marts in Respective locations.

PREVIOUS JOB RESPONSIBILITY

- Field visits and demand generation for crop specific products.
- Market vigilance of competitive products.
- Established strong retailer network for liquidation of Products.
- Demonstration of products against competitive molecules.
- Build strong relation with farmers and retailer and agri body.
- worked at different project Bayer Lab sutra ,food chain Better life Farming.

IT Skills -

- Outlook
- Ms office
- Excel
- Advance Excel