

# SAURAV GAJENDRA NAPHADE

**MBA** in Marketing & Agri-Business Management

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## CAREER OBJECTIVES:

To get an opportunity where I can make the best of my potential and contribute to the organization's growth. Where I can apply my skills in marketing, customer relationship management and field sales along with my knowledge of business administration.

## WORK EXPERIENCE:

**Company Name:** Shree Agro Crops Science Pvt. Ltd.

**Designation:** Sales Officer

**May 2025 – Till Date (Buldhana Territory)**

### Responsibilities / Learnings:

- Managing sales operations for the Buldhana territory, ensuring monthly and seasonal sales targets are achieved.
- Building and maintaining strong relationships with distributors, dealers, and farmers to drive product adoption.
- Monitoring market trends, competitor activities, and seasonal crop patterns to identify sales opportunities.
- Ensuring timely order placement, delivery follow-up, and payment collection to maintain smooth.

**Company Name:** Rallis India Limited Tata Enterprise.

**Designation:** Crop Advisor

**Jun 2024 – May 2025 (Risod Dist.Washim, Maharashtra)**

### Responsibilities / Learnings:

- Sales and business development.
- On field marketing and promotional activities.
- Conducting product awareness programs for Rallis India Limited products.
- Conducting field visits to know what type of problems farmers are facing related to crops, pests, diseases etc.
- New product introduction into market and product awareness.
- Learning of Sales and Collection of Business for the Territory.
- Effectively carrying out the Demand generation activities.
- Conduct field demonstration, organize farmer meeting and field day program.
- Wholesaler and Retailer visits to boost sales.
- Checking for stock at Distributors/Retailers or create order request.

## INTERSHIP:

**Company Name:** SWAL Corporation Ltd.

**Designation:** Intern (Sales & Marketing)

### Responsibilities / Learnings:

- On field Marketing Activities, conducting field visits, Effectively Carrying out the Demand Generation Activities. Developed Distributor and Retailer Relation.
- Deal and resolve the issues of farmers as per recommendation and with own knowledge
- Learning of Sales and Collection of Business for the Territory.
- Conduct field demonstration, organize farmer meeting and field day programme.

## EDUCATIONAL DETAILS:

Year of Passing	Qualification	Institute	Board / University	Percentage / CGPA
2024	MBA	Global Business School & Research Centre, Tathawade, Pune	Dr. D. Y. Patil Vidyapeeth Pune	7.53
2022	B.Sc. (Hons.) Agriculture	NSB College of Agriculture Markheal Tal. Deglor Dist. Nanded	VNMKV, Parbhani	76.10
2018	HSC	Vidya Vikas Vidyalaya Wakodi Tal. Malkapur Dist. Buldhana	State Board-Maharashtra	73.54
2016	SSC	Nutan Vidyalya Malkapur Dist. Buldhana	State Board-Maharashtra	78.20

## ACHIVEMENT:

- Obtained First Class with Distinction During Graduation.
- Achieved a sales target during internship.

## PROFESSIONAL SKILLS:

- MS Office
- Leadership
- Team Player

## CERTIFICATIONS:

- Certification in Introduction to "CYBERSECURITY.
- Certification in Effective Leadership.
- Certification in Operation Management.

## PERSONAL DETAILS:

- Date of Birth: 20<sup>th</sup> February 2001
- Gender: Male
- Languages: English, Hindi, Marathi.
- Permanent Address: At Morkhead khurd Post. Dudhalgova Tal. Malkapur, Dist. Buldhana, Maharashtra 443101

## DECLARATION:

I hereby declare that the above-mentioned information is true to the best of my knowledge.

**Date:**

**Place:**

(Saurav Gajendra Naphade)