

# Sushil Dhote

Sales Officer – Crop Growth (India) Pvt. Ltd.

✉: [sushildhote31jul@gmail.com](mailto:sushildhote31jul@gmail.com) | ☎: +91 7879791406 | DOB-31/07/1998

|Address: Betul, Madhya Pradesh

## Professional Summary

Sales Officer with an MBA in Food & Agribusiness Management and a Bachelor's in Agriculture. Over 11 months of experience in sales for agrochemicals, complemented by a 3-month internship in the industry. Skilled in sales forecasting, market expansion, and dealer engagement, with a strong agribusiness family background. Passionate about driving growth in the agricultural sector.

## Professional Experience

Sales Officer – Crop Growth (India) Pvt. Ltd.	▪ Managed all sales operations, liquidation, and collections in the <b>Durg territory</b> , covering <b>5 districts</b> , to drive market expansion and growth.	Apr. 2024
	▪ Strengthened <b>dealer networks</b> , ensuring seamless execution of business strategies for enhanced performance.	
	▪ Developed expertise in <b>sales forecasting, planning, execution, and liquidation</b> specifically for agrochemicals.	-
	▪ Conducted <b>market mapping, competitor analysis</b> , and research to inform <b>decision-making</b> and drive sales development.	Till date
	▪ Consistently <b>increased dealer sales and territory penetration</b> through targeted outreach and strategic initiatives	
Summer intern - Sulphur Mills Ltd.	▪ Worked on the project title <b>market analysis and product promotion, demand generation, and brand awareness of SML products</b> in Lakhnadon Tehsil of Seoni (Madhya Pradesh)	May 2023 - June 2023
	▪ Worked on <b>Fertis, Techno-Z, Emzet, and Judwaa-G</b> Products of SML	
	▪ Participated in <b>Krishi Mela at. Raja Bhoj Krishi Mahavidyalaya, Balaghat</b> , and promotion and Awareness of SML products	
	▪ Conducted more than 20 <b>Demo trials of fertis and judwaa-G</b> in the field to show the result to the farmers for the higher scales of the products	
	▪ Conducted <b>more than 30 farmers' meetings</b> and aware of the SML-patented products	
	▪ Majorly worked on paddy and maize detected and resolved diseases in paddy, maize, tomato, and chili	
Experiential Learning Program	▪ In the <b>Hybrid Seed Production Technology Module</b> , - (raising nursery, transplanting, rouging, fertilizer application, plant protection in 1000 square meters.	Mar. 2022 - June 2022
	▪ <b>Produced and transplanted</b> seedlings of various vegetables Using the <b>portray technique</b>	
	▪ Learned how to make <b>Vermicomposting, Jeevamrut, Bijamrita, and Vermiwash</b>	
	▪ Prepared and submitted the Report on the <b>Hybrid seed production of paddy</b> and Raising Nursery	
	▪ <b>Poultry unit Module</b> – (learned how to use an egg incubator and maintain moisture, and humidity. Temperature, etc.)	

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<b>Agro-Industrial Attachment</b>	<ul style="list-style-type: none"> <li>21 days of seed grading, wheat field inspection &amp; how to store seeds in warehouse training at <b>Bapna Seed Gogawan, Khargone (Madhya Pradesh)</b></li> </ul>	Jan. 2022
<b>Rural Agriculture Work Experience</b>	<ul style="list-style-type: none"> <li>Interacted with more than 150 farmers studying the rural scenario, <b>cropping pattern, Socio-economics of society</b>, culture, and the latest technologies and constraints in the adoption of the latest technology.</li> </ul>	Aug 2021 - Jan. 2022
	<ul style="list-style-type: none"> <li>Completed 30 days <b>Nursery Training program</b>.( use of portray technique)</li> </ul>	
	<ul style="list-style-type: none"> <li>Conducted <b>Rural Surveys, awareness campaigns, and field demonstrations</b> in the Community of Khargone.</li> </ul>	
	<ul style="list-style-type: none"> <li>Worked for six months in <b>Krishi Vigyan Kendra, Khargone, Madhya Pradesh</b>.</li> </ul>	
	<ul style="list-style-type: none"> <li>Training for the job role on “<b>chilli cultivation</b>” by learning the techniques of commercial production of Red &amp; Green Chilli and <b>cultivation of cotton</b></li> <li><b>Collected more than 25 soil samples</b> from farmer farms and performed <b>soil analysis</b> and <b>Distribute more than 15 soil health card</b></li> </ul>	

## Positions of Responsibility during College Stint

<b>ISAB, Greater Noida</b>	<ul style="list-style-type: none"> <li><b>Alumni Cell Coordinator</b>, Imperial School of Agri-Business, Greater Noida</li> </ul>	Sep. 2022 - June 2024
<b>JNKVV University</b>	<ul style="list-style-type: none"> <li><b>Management Committee</b> – Organized <b>Fresher, cultural event</b> and <b>capacity building program</b></li> </ul>	Aug. 2018 - June 2022

## Co-Curricular and Extracurricular Activities during College Stint

<b>ISAB Greater Noida</b>	<ul style="list-style-type: none"> <li>Completed Certificate on <b>Ultimate guide to effective communication</b></li> </ul>	Aug 2022 - June 2024
	<ul style="list-style-type: none"> <li>Visited <b>BIOFACH INDIA</b> into Organic expo and interacted with more than 15 Organic companies from different parts of India.</li> </ul>	
	<ul style="list-style-type: none"> <li>Visited Asia’s largest Aazadpur Mandi.</li> </ul>	
	<ul style="list-style-type: none"> <li>Visited “<b>Agri startup conclave</b>” at. IARI New Delhi</li> </ul>	
	<ul style="list-style-type: none"> <li>Visited <b>IDF World Dairy Summit 2022</b> and interacted with more than 20 Dairy companies from different parts of India</li> </ul>	
<b>JNKVV University (MP)</b>	<ul style="list-style-type: none"> <li>Participated in <b>speaking poetry at Swagatam Event</b></li> </ul>	Aug 2018 - June 2022
	<ul style="list-style-type: none"> <li>Certificate of the workshop on the <b>Development of soft skills for entrepreneurship among agri graduates</b></li> </ul>	
	<ul style="list-style-type: none"> <li>Participated in Capacity Building Program., <b>NAHEP</b> program</li> </ul>	
	<ul style="list-style-type: none"> <li>Participated &amp; certification in the webinar on – <b>Challenges and prospects in agriculture</b></li> <li>Participated in a workshop on <b>Communication skills and personality development</b>.</li> </ul>	

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Educational Qualifications				
Degree/Class	Institution	%/ CGPA	Board	Year
PG   MBA- Food & Agribusiness Management	Imperial School of Agri- Business, Greater Noida	68.05%	Integral university, Lucknow	Aug 2022 - June 2024
UG   B.Sc.(Hons.) Agriculture	Jawaharlal Nehru Krishi Vishwa Vidyalaya, Jabalpur, Madhya Pradesh	76.80%	JNKVV university, Jabalpur	Aug 2018 - June 2022
XII – STATE BOARD	Divya Convent School, Indore, Madhya Pradesh	79.60%	MP BOARD	2016
X – STATE BOARD	Sarasawati Vidya Mandir, Betul, Madhya Pradesh	81.33%	MP BOARD	2014
Hobbies and Strength				
Hobbies	▪ Listening to poetry			
	▪ Watching movies - ( motivational and inspiring )			
Strengths	▪ Optimistic			
	▪ Time management			
	▪ Capable of operating in any environment			
Languages	Hindi, English and Marathi			