







# Sushma Biradar

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 Gulbarga, Karnataka  
 16/08/1999  
 Indian  
 Female

## Education

<b>B.Sc. (Hons) Agribusiness Management University of Agricultural Sciences, Dharwad</b> CGPA: 7.5	01/2022 – present Dharwad, India
<b>Pre-university : Justice shivraj patil pu science college</b> Percentage: 59.16	2015 – 2017 Raichur, India
<b>Lion's high school</b> Percentage: 80.16	2015 Raichur, India

## Professional Experience

Agro-Enterprise Hands-On Training  
Agrikart Organics Pvt. Ltd., Dharwad | Jan 2025

Conducted market research and competitor analysis for organic product lines.

Developed a bankable business proposal focusing on category expansion in organic ready-to-eat foods.

Collaborated with cross-functional teams on inventory planning and product positioning.

Agro-Based Industry Attachment  
Home Spices Industry, Kalaburagi | Aug 2024

Assisted in optimizing packaging and categorization of spice-based products for better shelf visibility.

Supported improvements in production line efficiency for category management.

Banking & Financial Exposure  
Karnataka Central Cooperative Bank Ltd. | Aug 2024

Gained insights into credit analysis and financial planning for product procurement.

Rural Agricultural Work Experience  
KVK Dharwad & Arabhavi | Aug–Nov 2024

Interacted with end-users (farmers) to understand product preferences and market demand trends.

## Skills

Category Management	Market & Competitor Analysis
Product Planning & Positioning	Agri-Supply Chain Knowledge
Strategic Thinking   Data Interpretation   Team Collaboration	Communication   Leadership   Problem Solving

## Languages

English	● ● ● ● ●	Kannada	● ● ● ● ●
Hindi	● ● ● ● ●	Telugu	● ● ● ● ●

## Certificates

- Strategic Agribusiness Planning – Agrikart Organics Pvt. Ltd.
- Soft Skills & Business Communication – ICAR-NAHEP-IDP
- Product Processing & Packaging – Home Spices Industry
- Financial & Cooperative Systems – Karnataka Central Cooperative Bank

## Interests

- Dancing
- Reading books
- Traveling

## Projects

**Consumer behavior towards organic food products in Dharwad taluk** 01/2025 – present  
*Research proposal*

- Objectives:
- 1. To study the consumption pattern of organic food products in Dharwad taluk
- 2. To study the consumer behaviour towards the organic food products in Dharwad taluk

### Bankable agribusiness proposal

- Objective: Develop a comprehensive and bankable proposal for the chosen agribusiness that clearly demonstrates profitability, sustainability and risk management.
- Key activities: Selected Agrikart organics private limited in dharwad for the agribusiness plan
- Conducted financially analysis to determine cash inflows and outflows
- Presented net returns of the business and initial investment required

## Awards

**State level champion in Handball**

2015