

Name: Kotini Rohit Ganesh

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OVERVIEW

I am Kotini Rohit ganesh from Gunupur, Odisha, Having more than 7 Years of experience in the field of Agriculture Sales And Marketing.

I am graduated from Centurion University. I did my Agri Business management at Welingkar Institute of Management and. After graduation I had joined in E I Dupont india as a SIO at bargarh territory. After working 1 year I move to Zuari Agro chemicals at Vijayawada for 1 and half year than I got opportunity at Indonesia so I move to jakarata at PT wisnu dewa anugerah for more than 2 years. Due to pandemic. I move to nurture. Retail as a territory channel lead and promoted to Sr. Area Sales manager at Andhra Pradesh for the period of 2.5 years, Presently I am working as a Area manager at absolute (UPAJ AI Solution Pvt Limited) , I looking After both Telangana And Some Parts of AP. This happened as I am passionate about my work because I love what I do.

CAREER OBJECTIVE

To obtain a promising position in which I will be able to utilize my learned knowledge and experience in agriculture sector which will enable me to serve the farming community while ensuring my personal as well as professional growth.

ACADEMIC CREDINTIALS

Examinations	School/college	University/ Board /Council	Year of Passing
Agri -Business Management	We School(Hybrid Mode)	Welingkar institute of management	2023
B.sc. (Agriculture)	M.S.SwaminathanSchool of Agriculture	Centurion University of Technology & Management	2017
Intermediate	Gandhi Public School, Gunupur	Central boardof secondary education	2013
High School	Govt.Boys High School Gunupur,Gunupur	Higher Secondary Education	2011

EXPERIENCE

- Working as a Area Manager at Absoloute Group (UPAJ Division) From April 1st 2024 to till date.
- Worked as a Sr. Area sales manager at Nurture.Retail From 11th November 2021 to April 1st 2024.
- Worked as a Manager sales and Marketing & in PT Wisnu Dewa Anugerah at Jakarta Indonesia, from 01st September 2019. To 1st November 2021.
- Worked as a Sales Officer at Zuari Agro Chemicals Limited From 24th April 2018 to 31st August 2019.
- Worked as employee with E.I. DuPont India (P) Ltd. as Sales Ignition Officer (SIO) From 15th May 2017 to 28th March 2018

Job Responsibilities:

- Establishing a phygital rural distribution network to transform the agriculture value chain.
- Open new retail outlets at potential areas.
- Hands on experience in B2B, B2C, E- Commerce , Retail sectors both Domestic and International markets
- On boarded channel partners and explain about the company profile and benefits.
- Regular monitoring and visiting to channel partners to discuss the various schemes and value-added products on flat form.
- Resolving the various ground level problems.
- Regular monitoring and solving the issues of Delivery.
- Monitor and guide the team members according to reporting authority instruction.
- Explain the new product and make branding in the allocated market.
- Maintain regular interaction with channel partners/Retailers.
- Understand the market situation than accordingly make execution.
- Focus newly on boarded customers and make than transit able customer.
- According to requirement by using field assistant make demand generation activity so that to penetrate the market.
- Achieve the targets as per committed numbers.
- Time to time explain the monthly schemes and benefits to the channel partners.
- Always focus and place the products in number of counters.so that product will reach to farmer.
- Explain the Pricing structure to the all the linked channel partners.
- Support the operations team on field to effectively troubleshoot operational issues.
- Responsible for investigating and resolving business and application related issues and presenting findings to reporting authority.
- Liaising with team members, and other officials on the field on

different matters including operational challenges, pending issues manpower planning and development, collections; training aspects as well as training and supervising new employees and tracking and measuring staff performance.

- Doing the demand generation activities.
- Identifying new business opportunities and developing a better understanding of emerging trends.
- Preparation of Day by day plan/monthly/ quarterly/annual work plan and progress reports.

SKILLS

- Marketing Strategy and planning.
- Forecasting and inventory management.
- Well organized & Collaborative in nature.
- Initiative to achieve business and personal goals.
- Ability to work in team and to work in independently.
- Good knowledge in SAP & MS Office,
- Good Communication skills.
- Good Initiative to learn new concepts.
- Good analytical Skills to understand and implement new developments.

PERSONAL DETAILS

Date of Birth : 23rd February, 1996
Father's name : MR.K.SRI RAM MURTY
Sex : Male
Nationality : Indian
Religion : Hindu
Language Proficiency: Telugu,Odia,Hindi, English,Bengali

DECLARATION

I do hereby, solemnly, declare that all the statements made in this resume are truly complete and correct to the best of my knowledge and belief.

With Regards

Kotini Rohit Ganesh

