

PRAMOD KURANE

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CAREER OBJECTIVES

A highly motivated & competent professional with 12 year of work experience and strong professional sales background

SKILLS

Training Attended:

Knowledge of Agricultural Product Import & Export documentation & procedure including export incentive & benefit scheme

WORK EXPERIENCE:

Cherry Park Specility Foods LLP

Business Development & Operation Manager -From 1 Nov. 2025 till today

Responsibilities:

- Market analysis and forecasting
- Customer relationship management
- Sales Target Achievement
- Distribution Channel Management
- Export documentation and certification
- Price negotiation and contracting
- Doing competitive analysis
- Conducted regular meeting about sales with agents & management
- Monitoring team s performance and motivating them to reach targets
- Reporting to senior manager
- To collect daily sales Reports from sales representative on every route weekly basis as well as dealer Claims.
- To generate stock statements at Dealer and on Route basis

BRK Agro PUNE

Manager (Sales & Marketing) - From May'19 to Sept. 25

Responsibilities:

- Doing competitive analysis
- Maintained relationships with merchants' vendors stores and customers
- Managed payments and accounts receivables
- Maintaining and increasing sales of company's products
- Setting sales target
- Allocating areas to sale representatives
- Developing sales strategies and setting targets
- Conducted regular meeting about sales with agents and managements
- Implemented productivity, quality and customer service standards to attract and maintain client relationships
- Collecting customer feedback and market research

Chame Agro Industries Pvt Ltd Pune.

Sales Officer - From July 18 to April'19

Responsibilities

- Implementing the company schemes into market
- Doing competitive analysis

- Maintained relationships with merchants' vendors stores and customers
- Managed payments and accounts receivables
- Maintaining and increasing sales of company's products
- Reaching the needs of existing customers
- Increasing business opportunities through various routes to market
- Setting sales target
- Allocating areas to sales representatives
- Keeping up to date with products and competitors
- To collect daily sales Reports from sales representative on every route, weekly basis as well as dealer Claims
- Implemented productivity, quality and customer service standards to attract and maintain client relationships
- Collecting customer feedback and market research

**Mandar Frozen Food Product Kondhwa Pune
Sales Officer. From June'14 to July'18**

Responsibilities

- Implementing the company schemes into market
- Doing competitive analysis
- Maintained relationships with merchants vendors stores and customers
- Managed payments and accounts receivables
- Maintaining and increasing sales of company's products
- Reaching the needs of existing customers
- Developing sales strategies and setting targets
- Reporting to senior manager
- Keeping up to date with products and competitors
- To Handle Dealer /Distributor
- To generate stock statements at Dealer and on Route basis □ Collecting customer feedback and market research

EDUCATIONAL QUALIFICATION

Exam	Board	Year of Passing
MBA (Finance & Marketing) Full Time	Shivaji University, Kolhapur	2014
Diploma in Agri Business Management	D.Y. Patil College of Agriculture, Talsande Kolhapur	2010
Diploma in Agriculture	D.Y. Patil College of Agriculture, Talsande Kolhapur	2005
HSC	Maharashtra State Board	2003
SSC	Maharashtra State Board	2001

Personal Details

- Date of Birth : 25th Feb. 1986.
- Marital Status : Married
- Nationality : Indian
- Hobbies : Playing Cricket.
- Language Known : Marathi, Hindi & English

Yours Sincerely

Place: Pune

Date:

(Pramod Kurane)