

RESUME

GAJANAN SHIVAJI JAGTAP

B.Sc. Agriculture Biotechnology

Current Address – Flat No-202, Sahyadri Housing Society, Indrayani Colony, Talegaon Dabhade, Pune

Permanent Add: - Savargaon (Ghat), Post: -Khadki, Tal: - Beed, Dist: - Beed, Maharashtra (431123) India.

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CAREER OBJECTIVE:

Seeking an opportunity to work in an organization that utilize my technical and management skills and that makes me to change my abilities continuously. It should also give me responsibility and opportunity to make a difference along with my professional and personal growth. My greatest asset is my sincerity, honesty and hard working nature, which helps in tracking the challenges to a meaningful conclusion.

EDUCATIONAL QUALIFICATION:-

EXAM'S	YEAR OF PASSING	UNIVERSITY	PERCENTAGE
B.Sc.(Agriculture Biotechnology)	Feb-2013	M.A.U. Parbhani.	6.9 (CGPA)
H.S.C	March-2008	Aurangabad	70.33%
S.S.C	March-2006	Aurangabad	75.20%

SUMMER INTERSHIP PROJECT:-

PROJECTTITLE: - “**PLANT TISSUE CULTURE OF COMERCIAL PRODUCTIONOF SUGARCANE (CO-86032)**”.

ORGANISATION:- MARATHWADA AGRICULTURE UNIVERSITY, PARBHANI

S.D.M.V.M S COLLEGE OF AGRIL BIOTECHNOLOGY, AURANGABAD.

OBJECTIVE OF PROJECT: - 1) Regenerate shoot buds
2) Multiplication of shoot bud

INTERSHIP \ PROJECT \ TRAINING:-

- Successfully completed training under M.A.U. Parbhani, At S.D.M.V.M College of Agriculture Biotechnology, Aurangabad

EXPERIENCE:-**COMPANY NAME: - NATH BIO-GENES (INDIA) PVT. LTD.****DEPARTMENT: - QUALITY ASSURENCES****DESIGNATION: - ASSISTANT OFFICER****LOCATION: - AURANGABAD****DURATION: - 10th JAN 2013 TO 15th JULY 2013****JOB RESPONCIBILITIES:-**

- Check the moisture of packing seeds, Purity of packing seeds and cut seeds at the time of processing.
- Check the Cotton, Paddy, Maize and Vegetables Germination plot report
- Collect the sample of processing seeds as per wt. of checking limits and check the cut seeds quantity.
- Check the moisture of seeds before processing after processing and before packing.
- Check the purity of processing seed, packing seeds and note down the details at daily report.
- Check the net wt. of packing bangs and check the date of packing and date of expiry.
- Submit the reports of packing bangs, purity, moisture, cut seeds, net wt. of packing bangs, bate of packing and date of expiry and update the daily register.
- Check The Chemical Treatment of processing seeds as per standards.
- Attend the daily meetings of Quality Department and submit the reporting of daily basis and clear the issues.
- Observation of Sowing Seeds and submit the report on daily basis

COMPANY NAME: - J VISHWAS ENTERPRISE.**DEPARTMENT: - SALES & MARKETING****DESIGNATION: - SALES EXECUTIVE****LOCATION: - TALEGAON DABHADE (PUNE)****DURATION: - 1st NOV 2013 TO 1st Jan 2019****JOB RESPONCIBILITIES:**

- Responsible for sale Polyhouse & Shadenet House Material within Maharashtra, Gujarat, Madhya Pradesh, Karnataka & Telangana.
- Meetings Agriculture Officer, Horticulture Department for Registration & Information of prospects.
- Find out the new growers, new fabricators, and corporate company and build up relationship for business expansion.

- To find out new ways for business expansion and complete the target of business.
- Arrange the Farmers meeting on the field and to complete the presentation of our company and company products.
- Reporting to management regarding competitor activities on new products and also regarding future aspects of competitor.
- To find out the new potential areas for business expansion and creating new channel network for business.
- Ensuring timely support to all the channels across the states by providing them quotations, collaterals, banners etc.
- Training of Distributor/ dealer staff/team for pitching to relevant leads, collection of documents for subsidy & customer financing.
- Building relationships with local banks & horticulture department to ensure smooth flow of customer financing & subsidy through channels.

COMPANY NAME: - ECOFROST TECHNOLOGIES PVT LTD.

DEPARTMENT: - SALES & MARKETING

DESIGNATION: - ASSISTANT MANAGER

LOCATION: - TATHAWADE (PUNE)

DURATION: - 18th JAN 2019 TO 20th Sept 2020

JOB RESPONSIBILITIES:-

- Distributor /Dealer/ Channel Partner scouting and development in assigned districts around the Maharashtra state.
- Supply Solar Cold storages within the Maharashtra and follow up Horticulture Department for Subsidy & fulfill all necessary documents.
- Managing & ensuring sales through the channels or network created by tagging relevant leads to them.
- Training of Distributor/ dealer staff/team for pitching to relevant leads, collection of documents for subsidy & customer financing.
- Coordinating & assisting Marketing team to ensure relevant lead generation for the channels created around the state.
- Representing Ecofrost Technologies at trade exhibitions, events and demonstrations.
- Liasioning & building relationships with local banks & horticulture department to ensure smooth flow of customer financing & subsidy through channels.
- Tracking & reviewing the performance of each distributor/ dealer / channel partner on regular basis.

- Ensuring timely support to all the channels across the states by providing them quotations, collaterals, banners etc.
- Attending team meeting and sharing best practice with colleagues.

COMPANY NAME: - VETRINA HEALTHCARE PVT LTD.

DEPARTMENT: - SALES & MARKETING

DESIGNATION: - AREA SALES MANAGER

LOCATION: - KATRAJ (PUNE)

DURATION: - 19th OCT 2020 TO 3rd Dec 2022

JOB RESPONSIBILITIES:-

- Responsible for Nutraceuticals and Feed Additives sales Poultry within the Maharashtra
- Distributor /Dealer/ Channel Partner scouting and development in assigned districts Nashik/Jalgaon/Dhule/Aurangabad/Beed and Osmanabad
- Daily visit Doctors/Corporate companies/Farmers and presenting company product strength
- Tracking & reviewing the performance of each distributor/ dealer / channel partner on regular basis.
- Managing & ensuring sales through the channels or network created by tagging relevant leads to them.
- Payment follow-ups of customers and generate new ordered of the customer.
- Regular interaction with distributors and dealers for sales efforts outcome and find out the new potential areas for business expansion.
- Arrange the Farmers meeting on the field and to complete the presentation of our company and company products.
- Reporting to management regarding competitor activities on new products and also regarding future aspects of competitor.

COMPANY NAME: - AMIONORICH NUTRIENTS B. V.

DEPARTMENT: - SALES & MARKETING

DESIGNATION: - AREA SALES MANAGER

LOCATION: - PUNE

DURATION: - 2nd JAN 2023 TO 31st NOV 2023

JOB RESPONSIBILITIES:-

- Responsible for Nutraceuticals and Feed Additives sales Poultry within the Maharashtra

- Distributor /Dealer/ Channel Partner scouting and development in assigned districts Nashik/Jalgaon/Dhule/Beed and Osmanabad
- Daily visit Doctors/Corporate companies/Farmers and presenting company product strength
- Tracking & reviewing the performance of each distributor/ dealer / channel partner on regular basis.
- Managing & ensuring sales through the channels or network created by tagging relevant leads to them.
- Payment follow-ups of customers and generate new ordered of the customer.
- Regular interaction with distributors and dealers for sales efforts outcome and find out the new potential areas for business expansion.
- Arrange the Farmers meeting on the field and to complete the presentation of our company and company products.
- Reporting to management regarding competitor activities on new products and also regarding future aspects of competitor.

COMPANY NAME: - SATOL CHEMICAL PVT LTD

DEPARTMENT: - SALES & MARKETING

DESIGNATION: - BUSINESS DEVELOPMENT EXECUTIVE

LOCATION: - PUNE

DURATION: - 4th DEC 2023 TO 11th Jan 2025

JOB RESPONCIBILITIES:-

- Responsible for Cleaning, Sanitizer, Disinfected Chemical sales Poultry Maharashtra, Gujarat Region
- Distributor /Dealer/ Channel Partner Corporate Companies scouting and development in assigned Area Maharashtra and Gujarat
- Daily visit Doctors/Corporate companies/Farmers and presenting company product strength
- Tracking & reviewing the performance of each distributor/ dealer / channel partner on regular basis.
- Managing & ensuring sales through the channels or network created by tagging relevant leads to them.
- Payment follow-ups of customers and generate new ordered of the customer.
- Regular interaction with distributors and dealers for sales efforts outcome and find out the new potential areas for business expansion.
- Arrange the Farmers meeting on the field and to complete the presentation of our company and company products.

- Reporting to management regarding competitor activities on new products and also regarding future aspects of competitor.

COMPANY NAME: - UNICORN ANIMAL FEEDS.

DEPARTMENT: - SALES & MARKETING

DESIGNATION: - AREA SALES MANAGER

LOCATION: - PUNE

DURATION: - 1st JUNE 2025 TO PRESENT

JOB RESPONSIBILITIES:

- Responsible for sales of Cattle Feeds and marketing activities within Pune District.
- Meetings with Dairy farmers, Dealers, Distributors and discuss the products Information with his benefits.
- Find out the new Dairy Farm, new Dealers and Dairy build up relationship for business expansion.
- To find out new ways for business expansion and complete the target of business.
- Arrange the Farmers meeting on the field and to complete the presentation of our company and company products.
- Reporting to management regarding competitor activities on new products and also regarding future aspects of competitor.
- To find out the new potential areas for business expansion and creating new channel network for business.
- Ensuring timely support to all the channels across the states by providing them quotations, collaterals, banners etc.
- Training of Distributor/ dealer staff/team for pitching to relevant leads, collection of documents for new accounts.

STRENGTHS:-

- Ability to work hard.
- Good Co-ordination with people.
- Ready to learn and adopt new things.
- Rational and Optimistic.
- Good communication skill.

PERSONALDETAILS:-

Name: - Gajanan Shivaji Jagtap

Permanent Address: - At: - Savargaon (ghat) Post: - Khadki
Tal: - Beed Dist: - Beed

Current Address: - M/10, Madha Colony, Talegaon Chakan Road,
Talegaon Dabhade (410507) Pune (Maharashtra) India.

Gender: - Male

Nationality: - Indian

Date of Birth: - 1/Jan/1991

Married Status: - Married

Hobbies: - Playing Cricket, Watching T.V, Listening Music,
Travelling, Reading Books, Hard working.

Language Known: - Marathi, Hindi, English.

DECLARATION:-

I hereby declare that all the information stated above is true and complete to the best of my knowledge

Date:-

Place: -

GAJANAN SHIVAJI JAGTAP



