

Arjun Chaudhary

Mobile: 7666720469 , 7405602153 Email: arjunppiil@rediffmail.com
[Sales Manager \(Gujrat\)](#)

Professional over 23 years of experience: Developing market in the field of Micro Irrigation, turnkey lift Irrigation projects, Precision farming coupled with renewal energy , profit-oriented business development with demonstrated success in increasing revenues, market share, earnings, achieving cost reductions, and improving client satisfaction.

CORE COMPETENCIES

Team management, dealer development, commercial awareness, decision making, leadership, trustworthiness & ethics, Results orientation, Problem solving.

AREAS OF EXPERTISE

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| ✓ PROMOTION OF MICRO IRRIGATION. | ✓ PROJECT BUDGETING & MANAGEMENT. |
| ✓ DEALER DEVELOPEMET AND TRAINING THEM. | ✓ INVENTORY MANAGEMENT & COST REDUCTION. |
| ✓ COMMUNITY BASED SOLAR POWERED IRRIGATION PROJECTS. | ✓ LIASIONNING WITH CLIENT/GOVT. |
| ✓ PPP/TURN KEY PROJECTS. | |
| ✓ RETAIL SALES AND MARKETING OF SOLAR PUMP AND ROOF TOP. | ✓ RETAIL SALE & BUSINESS DEVEL. OPMENT. |
| ✓ DPR, e-TENDER, PRE BID MEETINGS. | |
| ✓ VENDOR SELECTION/ MANAGEMENT. | ✓ PRODUCT DEVELOPMENT. |

BUSINESS DEVELOPMENT IN LAST 5 YEAR

- Handled a business relation with dealers and sub dealers, NGOs, Supervisors & technicians etc. and direct reporting of more than 30 sales Engineers while working with Mahindra EPC Irrigation LTD in Gujrat.
- Promotion of Micro Irrigation technologies with State Agriculture / Horticulture Department, Agriculture University, KVK's, research stations, NABARD, ICAR, IARI, and NGO's and other Institutions & department etc. to promote concept "More crop per Drop" in the northern part of India.
- Promotion of our sales by developing Tie-up with NGOs like Reliance Foundation, Ambuja Foundation, Peddilite, GHCL and AGA KAN FOUNDATION in Saurashtra, Gujrat.
- Replacement of Open water course with HDPE Pipe Network for Conveyance of water from source through closed piping up to farm gate to increase water application efficiency with PHED, Irrigation & CADA Department of Haryana .
- Promotion and introduction of protected cultivation practice with Haryana Horticulture Development Agency at farmers' fields in Haryana and Rajasthan .
- Business development and brand building by organizing farmer meeting, site visit and social media meetings.

KEY INNOVATION

- ✓ Innovation done as developed loop irrigation for orchard , pulse irrigation for flowers in poly-houses, double row inline system for citrus, preparing economical water tank by using LLDPE liner .

CV of Arjun Chaudhary

- ✓ Initiated MIS adaptation in sugarcane, cotton, citrus, jatrofa, date –palm and olive.
 - ✓ Research at the rice fields demonstrating increase in yield and water saving by using micro-irrigation technology in Haryana with Agriculture University.
 - ✓ Mini-sprinkler introduction turned into huge business in very short duration in wheat in south Haryana.
 - ✓ Introduction of Sub Surface Drip Irrigation technology for sugarcane crop in northern part of Haryana.
 - ✓ Promotion of solar pump, solar lantern, roof –top solar system.
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ACHIEVEMENT

- Nation's first PPP Model with Finolex Plastro-Indo Olive and Rajasthan Govt. for developing olive cultivation in Rajasthan in 2005.
- Nation's first Indo-Israel Project development–Centre of excellence for Vegetables at Gharaundra, district –Karnal, Haryana inaugurated by Sh. Sharad Pawar (Minister of Agriculture, Govt. of India) on dated January 17th, 2011.
- Training and sales agreement to farmers developing new agriculture practices like sugarcane sowing with PIT methods, sugarcane sowing under pair row method and drip adoption with Panniwala govt. sugar factory sirsa (Haryana),
- MOU with Hisar Agriculture University for developing irrigation and poly houses systems in agriculture farm of university.

PROFESSIONAL CARRIER

Presently working with Rivulis Irrigation India (Pvt.) Ltd as a Manager (Saurashtra & Kutchh) Gujarat since 20th January 21



MAHINDRA EPC IRRIGATION LTD.(Feb. 2017 to 15th Jan 21)

(Mahindra EPC Irrigation a well-known leading brand in agriculture irrigation)

MANAGER SALES(GUJARAT)

- Sales and marketing of drip irrigation system in Gujrat.



JAIN IRRIGATION SSTEMS LTD (2009 to 2017)

(Jains, is a Indian Multination world's second largest Micro-Irrigation organization based in Jalgaon,

AREA MANAGER – HARYANA

- Liaison with Government Institution -Irrigation & Water Resource Department, PHED, HAREDA, Directorate of Agriculture and Horticulture, Private Institution and NGO's etc.
- Inventory management, depot management and material planning and logistics.
- Project based solar pump and roof-top business development.
- Project Planning and monitoring, Dealer and sub-dealer development.
- Seminar /Presentation to promote Micro Irrigation technology, Renewable Energy Products etc.
- Sales and Marketing of PVC , CPVC ,PLUMBING PIPES ,SWR PIPES and HDPE pipes .
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FINOLEX PLASTRO IRRIGATION LTD (2004 to 2009)

ASM – SALES (HARYANA & RARASTHAN)

- Training & development of channel partners.
- Organizing and participation in various farm events including melas, workshops, seminars, exhibitions, conferences, symposia and competitions in Haryana and Rajasthan State.

CV of Arjun Chaudhary

- Utilizing resource available into getting better outcome.

Jain Irrigation Systems Ltd (2001-2004)

ENGINEER –BUSINESS DEVELOPMENT

- Site Survey, Irrigation System Design, Planning & Estimation.
- Installation & commissioning of Irrigation Projects.
- Vendor Development, Inventory Management & Team Management.
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WORKED AS SALES ENGINEER FOR **R.S.PRODUCTS** New Delhi FROM 1999 to 2001

ACADEMIC DETAIL

- **B.Tech (Agricultural Engineering)** session July 1994 to June 1999 from **C.S.A Univ of Agriculture and Technology Kanpur**, U.P. India.

MEMBER

- Associate Member, Agriculture Engineers Association.

PERSONAL DETAILS

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| ▪ Date of Birth | : 1 st Feb. 1973 |
| ▪ Permanent Address | : Vill- Munjheriya Lutawan.
PO- Orwara Distt. Basti (UP) |
| ▪ Present Add. | : B-403 , Saran Circle Homes ,Chandkheda ,Ahmedabad (Gujrat) |
| ▪ Languages Known | : English, Hindi, Gujrati and Punjabi . |
| ▪ Nationality | : Indian |

I certify that this resume correctly describes my qualification, my experience and me to the best of my knowledge and belief.

(Arjun Chaudhary)