



CHETANA S. KITTUR

AGRICULTURE ENGINEER

CONTACT

- 9623626768
- chetanakittur@gmail.com
- Pune, Maharashtra
- <https://www.linkedin.com/in/chetana-s-kittur-b0494424a>

ACHIEVEMENTS

- Achieved Krishithon- Excellent Agri Student Award-2023
- Gold Medal in Industrial Training at Agrinext Consultancy
- Third Position in Intercollegiate Chess Tournament 2024-25

CERTIFICATIONS

- Agriculture Machinery (A-1) Course by "NERFMTTI, Assam"
- Watershed Management for Soil & Water Conservation by "ICAR, Kota"
- Soft Skills and Professional Skills Development by "Shikuyaa"
- Industrial Training Certificate for Artificial Intelligence by "Agratas Edu Tech" (Aug 24-Oct 24)

SKILLS

- Quick learner & Positive Approach
- Good communication skill
- Intellectual skill
- Team management
- Sales & Marketing

TECHNICAL SKILLS

- MS Excel & MS Word
- MS PowerPoint
- AutoCAD
- Canva
- CRM Software

LANGUAGES

- Marathi, Hindi, English



PROFILE

Organized, results-driven professional with experience in B2B sales and client handling. Skilled in CRM tools, lead management, and cold calling. Strong knowledge of agro fertilizers and chemicals with a proven ability to manage timelines and deliverables. Seeking a role in project or sales management to support business growth.



WORK EXPERIENCE

SAR Agro Industries Pvt. Ltd., Pune Feb 25 -Current

Assistant- Sales and Marketing Executive (B2B)

- Strong knowledge of agro fertilizers and chemicals
- Product marketing via cold calling with a positive approach
- Managed IndiaMART leads, catalog views, and follow-ups
- Used CRM Software for PI and quotation preparation
- Skilled in client handling and negotiation
- Arranged transport and managed delivery logistics

Swanandi Agro Services, Nagpur Dec 24 -Jan 25

Intern- Business Development Manager

- Product Marketing & Business Strategies
- Learned about A2 Milk, Yogic Agriculture and it's market viability.
- Learned about customer relationship management.
- Involved in recruitment and employee engagement initiatives.

Krishi Manthan 2024 July 24 -Aug 24

Trainee

- Gained insights into Fish Farming, AI in Agriculture, Drone Technology, Agripreneurship, Organic Farming and more.
- Enhanced knowledge of modern agricultural practices and innovative technologies to contribute effectively to the agri-tech sector.

Dolphin Polyplast Pvt. Ltd. Dec 23

Intern during KISAN Agricultural Exhibition 2023

- Gained hands-on experience in customer interaction, teamwork, and product demonstration. Receiving mentorship and guidance on sales & marketing strategies.
- Enhanced communication and problem-solving skills while addressing farmer queries and product inquiries.

Agrinext Consultancy, Pune Oct 23 - Feb 24

Trainee & Part Time HR Intern

- Learned about micro-irrigation systems, automated irrigation systems and AI-based decision-making for optimized water usage.
- Irrigation Design Using AutoCAD: Designed and analyzed micro-irrigation layouts for efficient water management.
- Resume Screening, Candidate Short listing & LinkedIn Post Handling .



EDUCATION

Bachelor of Technology in Agriculture 2020-2024

Dr. D. Y. Patil College of Agricultural Engineering and Technology, Talsande CGPA: 8.87 / 10

H.S.C (Science) 2019 - 2020

Maharaja Sayajirao Junior College, Satara Marks: 80.46%

S.S.C 2017-2018

Jaysingrao Malhari Karape HighSchool, Varye Marks: 94.80%