

# CURRICULUM VITAE

**DATTATRAY NAVNATHRAO SHINDE.**

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HADCO COLONY'  
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## **Objective:**

To carve a bright career in a field where there is a high opportunity for learning and which makes the best use of my skills and abilities and be a part of team that excels in work towards the growth of the organization and gives me satisfaction.

## **Educational profile:**

### **B.Tech (Agri. Engineering), Year 2013**

University : M.P.K.V. Rahuri  
College : Pad. Dr.D.Y.Patil College of Agril. Egg.& Tech.  
Percentage : 70.04%

### **H.S.C**

Board : Latur Divisional Board.  
College : Yashvantrao chavan jr.college Tuljapur.  
Percentage : 52.83%

### **S.S.C**

Board : Latur Divisional Board  
School : M.V.R. Shinde high school Tuljapur.  
Percentage: 71.20%

## **Summer Internship Project:**

- Organization Name –** 1) "WALMI" AURANGABAD (June 2008,B.Tech)  
2) "Warana sahakari dudh utpadak prakriya sangh (2010, B.Tech)  
3) "Lupin human welfare foundation dhule. (Jan-April2013)

**Project Name -** "Measurement Of Evapotranspiration By Different Methods"

## **Industrial Experience:**

Organization Name – JAIN IRRIGATION JALGAON  
Designation – “Sales & Marketing Engineer” Time  
Period – DEC 2013 TO Aug 2017.

Organization Name- Emerald Agro, Kolhapur  
Designation – Manager, “Marketing department,  
Dec 2017 To Aug 2020.

Organization Name- Bekaert industries pvt ltd ,pune.  
Designation- AREA MANAGER. Kolhapur,sangli.  
20 Aug2020 To31 sept 22.

Organization Name- Rajlaxmi Industries, Kolhapur .  
Designation –Sales Manger,Kolhapur.  
1 oct 2022 To till date

### **Key Skill –**

- 1) Set the Sales, Collection & Billing Targets of dealership & Achieve it.
- 2) Conduct promotional activities like campaign, demonstration, field visit, paper add, van campaign, bazar display for increasing sales.
- 3) Survey and design of plot.
- 4) Farmer Visit, Farewell Party of Farmer, Showing Videos to the Farmer.
- 5) Work closely with dealer for Dealer Working Capital Management & explore facilities like Survey, Design & Quotation.
- 6) Dealer searching and Appointment
- 7) Conduct sales promotional activities–Farmer meeting, Agriculture exhibition stall, Wall Painting.
- 8) Recruiting, Monitoring & training of manpower at dealership.

## **Computer Skills:**

Microsoft- MS-Excel, MS -Word, MS-Power Point etc.

## **Extra curricular Activities:**

Best Social Student award (2012-2013)

Managing & Participation in one day workshop on “krishiyashwant state level  
paper presentations ”

Participated in sport volley ball “2010-2011” Rahuri College, Rahuri

**Personal Information:**

Fathers Name : Mr.Navnathrao N. Shinde  
Date of Birth : 02<sup>nd</sup> June 1989.  
Gender : Male.  
Marital Status : Married.  
Nationality : Indian  
Languages Known : English, Hindi, and Marathi  
Interest : Upgrading Knowledge in Concerned Field, travelling.

**Declaration:**

I the undersigned, hereby declare that all the information provided above is true and complete as per my knowledge & belief.

**Date:****Place:****(DATTATRAY N. SHINDE)**