

CURRICULUM VITAE

Gunjaria Harshal Kumar Mukund bhai

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OBJECTIVE

To work in challenging environment and give my best to the job assigned for the development of the organization and self in pursuit of excellence.

EXPERINCE

Total 9 Year Experience in Agriculture sector in sales & Marketing
2 year work with Netafim irrigation India Pvt Ltd.

Achievement

- Taken a best employ award from Netafim irrigation India Pvt Ltd in year 2014
- Got promoted in 2020 as Territory Manager of Saurashtra in Rivulis irrigation

WORKING

Since 2015 to Working in Rivulis Irrigation india Pvt Ltd as designation Territory Manager saurashtra

SKILLS

- Computer Skills
- Customer service
- Leadership skills
- Management skills
- Time Management
- Leader Ship Skills

ROLES & RESPONSIBILITY OF CURRENT COMPANY

- To Train & guide company Sales Representatives.
- Maintaining solid working relationship with Dealer & customer and resolving complain in timely manner.

- Analyzing sales and marketing data to determine the most effective sales and marketing techniques.
- Developing innovative sales Strategies to increase sales.
- Participate in Agri fair to promote company product.
- Motivating Sales Representatives to achieve sales target & evaluating their performance based on their ability or inability to achieve Sales.
- Monitoring Competitor's Sales activity.

ACADEMIC QUALIFICATION

Examination	Institution Board	Specialization	Month/Year	Percentage
B.tech	Ananad Agriculture University	Agricultural Engineering	JULY-2013	72.8%
H.S.C	G.S.H.E.B		MARCH-2009	66.46%
S.S.C	G.S.H.E.B		MARCH-2007	57.80%

PROJECT

Working on the title **“Performance & Evaluation of Different harvesting Method for paddy Crop”** under the guidance of ASST. Prof M.D.Vora sir of the FMP Department, college of Agriculture engineering & Technology Godhra.

SEMINAR

- Impact of drip line spacing on cotton Growth and Yield.
- Post-harvest management and value addition of baby corn.

TRAINING

**Vivekanand Research and Training Institute (NGO) Mandvi Kutch (For 1 Month)
(1-6-2011 to 30-6-2011)**

- Check Dam Design

- Ruler area developing techniques
- Sight Survey
- Biogas generation techniques

Netafim irrigation Company Baroda (For 1 Month)(1-6-2012 to 30-6-2012)

- Documentation
- Filed Survey by Different method
- Drip irrigation System Design
- Cost estimation for drip irrigation system
- Installation of Micro irrigation system

Leader Ship And Personality Development

- Self Confidence
- Decision taking
- Improve personality
- Participant in dram related to leader ship

Raj & Raj Group Ahmedabad (For 1Month 1-2-2013 to 28-2-2013)

- Study Different Component of Drip Irrigation system Making procedure
- Management of the business

Azud Harvel Drip Irrigation Ahmedabad (For 1 Month)(1-3-2013 to 30-3-2013)

- Documentation
- Document Checking Procedure
- Field Survey by different method
- Drip irrigation system design
- Design Checking

Mother Dairy Ahmedabad (For 2 Month) (1-4-2013 to 31-5-2013)

- Study Different Various Dairy Product making procedure.

ADDRESS

301 Gokul c Apartment
Sahibag Society Near yamunavadi
Zanzarda Road Junagadh:- 362001

PERSONAL INFORMATION

- Date of Birth :- 8th –MAY-1992
- Gender :- Male
- Marital Status :- Married
- Nationality :- Indian
- Language Known :- English, Hindi, Gujarati
- Hobbies :- Music, Sport, Thinking

REFERNCES

References	Designation	Address
Mr.Tushar gandhi	State manager of Gujarat Rivulis irrigation india Pvt Ltd. Mo:-720109572	Rivulis Irrigation india Pvt Ltd 403 & 404 Fortune gate way chhani jakat Naka Vadodra
Dr.Navneet Kumar	Head of APE Department	Department of Agriculture Process engineering CAET AAU Godhra Email:- caet.navneet@gmail.com
Dr.Mukesh Tiwari	Assistance professor(Training and Placement incharge)	Department of Soil and Water engineering CAET AAU Godhra Email:- Tiwari.iitkgp@gmail.com

DECLARATION

I hereby declare that the above written particulars are true to the best of my knowledge.

(Gunjaria Harshal Kumar Mukundbhai)