



Kalyansing K Patil

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OBJECTIVE

To secure a responsible career opportunity, where I can fully utilize my training, human resource and management skills, while making a significant contribution to the success of my employer.

PROFESSIONAL TRAINING

- **Aakash Zep**

Aakash Zep focuses on molding behaviors, personality, and attitude of individuals in a way that enhances personal and profession life conducted during 26.09.2016 to 12.10.2016 of weekly session of 3 hours total seven sessions completed.

- **Supervisory Training**

Supervisory and management skills needed to ensure a career growth in the organization. The workshop conducted by Mr. Rohan Medhi & Mr. Uday Vaidya of Vitasta Learning Pvt. Ltd. Consulting. Training program conducted during 7th June 2017 to 16th August 2017 of weekly two sessions of 3 hours each. Total 11 sessions completed.

- **Executive Program in Management Development**

Completed during July 2018 to January 2019. Curriculum consists of subjects as follows Principles of Management, Marketing Management, Human Resource Management, Strategic Management, Financial Management, Leadership Development, Operations Management

- **Training on Advances in Soil and Micronutrients Testing**

Certificate Training program conducted by Agriculture Department, Government of Maharashtra during 19.03.2012 to 22.03.2012 at District Soil Survey and Soil Testing Laboratory for imparting Advance Training in Soil Testing and Testing of Micro Nutrients in Soil.

EXTRA CURRICULUM

- **National Service Scheme**

Completed 240 Hours of Social service during academic year 2001 - 2002 at Village Vinchur Tal & Dist Dhule, Maharashtra

EDUCATION

- ✓ **2004**

- **College of Agriculture, Dhule**

- B. Sc Agriculture
7.58

- ✓ **2006**

- **College of Agriculture Dapoli**

- M. Sc. Agriculture, Soil Science
7.68

- ✓ **January 2003**

- **Maharashtra State Board of Technical Education, Mumbai**

- MS CIT
65

- ✓ **January 2001**

- **Centre for Electronic Design & Technology of India**

- Certificate Course in Computer Application (CCCA)
First Class

EXPERIENCE

- ➔ **Feb 2023 - July 2023**

- **Agricultural Development Trust**

- Project manager

1. Led and managed the NABARD watershed project at Munjewadi, Tal Jamkhed, Dist Ahmednagar, focusing on effective planning and execution of various components.
2. Successfully identified beneficiaries for the agriculture component, including tasks such as ploughing the field, distributing soybean and onion seeds, implementing seed treatment, constructing onion storage structures, and setting up drip irrigation systems in accordance with NABARD guidelines.
3. Provided comprehensive guidance to farmers on the adoption of sustainable agricultural practices, emphasizing soil conservation, water management, and integrated pest management techniques.
4. Collaborated with local stakeholders, agricultural experts, and government officials to ensure seamless project implementation and adherence to established quality standards.
5. Conducted regular workshops and training sessions to educate farmers about modern agricultural techniques, thereby enhancing their productivity and income levels.
6. Managed project budgets, resources, and timelines, ensuring efficient utilization of funds and timely completion of project milestones.

- **Elocution Competition**

Participate in P. C. Alexander Elocution Competition held during the year 2001

ABSTRACT PUBLICATION

(International Level)

Influence of supplement on proximate principles and mineral element content of Pleurotus species in Souvenir & Abstracts of XXXIII Conference Of Indian Botanical Society And International Symposium On The New Horizons Of Botany November 10-12, 2010 organized by Dept. of Botany, Shivaji University, Kolhapur 416004 & Indian Botanical Society Jaipur - 302004 (Rajasthan, INDIA) pp 174.

Enhancing Yield and Biological Efficiency in Oyster Mushroom by Supplementation in Souvenir & Abstracts of XXXIII Conference Of Indian Botanical Society And International Symposium On The New Horizons Of Botany November 10-12, 2010 organized by Dept. of Botany, Shivaji University, Kolhapur 416004 & Indian Botanical Society Jaipur - 302004 (Rajasthan, INDIA) pp 274-275.

SKILLS

- 1. Business Development
- 2.Strategic Planning
- 3.Team Leadership and Management
- 4.Market Expansion
- 5.Product Development and Segmentation
- 6.Branding and Promotion
- 7.Networking and Partnerships
- 8.Farmers engagement
- 9.Regulatory compliance
- 10.Technical Expertise
- 11.Collaboration and Teamwork
- 12.Problem Solving

PRESENTATION

- **Outgrow Master Class - Sugarcane**

Prepared and presented Sugarcane in Outgrow Masters Class at Waycool Foods and Products Pvt Ltd online YouTube channel dated 27th July 2022 at 5.00 PM to 6.00 PM. Covered topics as the largest cultivated crop in the world, it's cultivation Practices, Sustainable sugarcane initiative and increase productivity and fertility of soil

MEMBERSHIP

7. Maintained accurate documentation of project activities, progress reports, and financial expenditures, facilitating transparent reporting to higher authorities and donors.

→ 11 Nov 2021 - 10 October 2022

Waycool Foods and Products Pvt Ltd

Sustainability Manager

1. Established and managed a network of 5 soil testing stations each in Karnataka, Maharashtra, and Tamil Nadu, aimed at improving soil health and optimizing agricultural practices.
2. Provided comprehensive training to Outgrow Network Partners (ONP) on the operation of automated soil testing machines and the generation of Soil Health Card reports.
3. Initiated communication campaigns targeting farmers to emphasize the importance of soil testing, proper soil sample collection, and effective interpretation of Soil Health Card data.
4. Successfully generated revenue for the organization through the ONP model, securing Rs one lakh each as Channel Partner contributions.
5. Recognized as a recipient of the Best Employee award in acknowledgment of significant contributions to the ONP service and its expansion.
6. Led the branding and promotion efforts of ONP within their respective 25KM territory boundaries, effectively increasing brand visibility and engagement.

→ 01 August 2020 - 31 October 2021

Bloomfield Agro Products Pvt Ltd

Business Development Manager

- Led business development efforts for the entire Maharashtra state.
- Executed effective marketing campaigns for various agricultural products, including PGR, biofertilizers, and water-soluble fertilizers.
- Organized and conducted impactful promotional activities, such as field days, vehicle campaigns, field demonstrations, and farmers' meetings.
- Managed distributor and dealer relationships, ensuring successful collaboration and growth.
- Provided comprehensive product training to both internal and external stakeholders.
- Successfully recovered 2 Cr in debt, demonstrating exceptional financial management skills during challenging circumstances.
- Cleared the ledger of 250 distributors and dealers across Maharashtra, highlighting my dedication to efficient financial operations.

→ 05 July 2016 - 31 May 2020

Pitambari Products Pvt Ltd

Business Development Manager

1. Led the development of a successful soil testing laboratory, optimizing soil health assessments and providing valuable insights to farmers for enhanced crop productivity.
2. Demonstrated exceptional team leadership by building and training a dedicated team to execute various business development strategies and achieve ambitious revenue targets.
3. Devised and executed effective product segmentation and product mix strategies, aligning with market demands and increasing profitability.
4. Orchestrated the branding of channel partners, elevating their visibility and market presence through strategic marketing and collaboration efforts.
5. Pioneered promotional and extension activities, including farmer visits, field days, field campaigns, vehicle campaigns, and active participation in agricultural exhibitions, fostering strong customer relationships and brand loyalty.
6. Drove an impressive revenue growth from INR 45 lakh to INR 2 crore through innovative sales strategies and network expansion across Maharashtra and Karnataka.

- **Annual Member**

Annual member of "Advances in Plant Sciences - An International Journal". ISSN No. 0970-3586

- **Annual Member**

Annual member of "International Journal of Plant Science" of Hind Agricultural Research and Training Institute, Muzaffarnagar – 251001 (U.P.) INDIA. ISSN No.0973-1547, NAAS Rating: 3.2 for the year 2013 – Dec. 2014.

INTERESTS

- Playing Badminton, chess and network surfing

LANGUAGE

- English
- Hindi
- Marathi

REFERENCE

- **Shri C. N. Deshpande - Executive Director**

Daund Sugar Pvt Ltd, Daund
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visible9921255999 Pitambari Products Pvt Ltd

- **Shri Parikshit Prabhudesai - Marketing Director**

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visible9769800280 Waycool Foods and Products Pvt

- **Shri Ramnath Shenoi - Vice President**

Ltd
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visible9500122483

DECLARATION

"I hereby declare that all the information provided above is true to the best of my knowledge and belief. I understand that any false information or misrepresentation will lead to the disqualification of my application or termination of employment if already employed."

Regards

Kalyansing Patil

Mob no +917899875707

7. Established and nurtured relationships with government officials, facilitating seamless operations and adhering to regulatory requirements.
8. Successfully executed product research and development trials in collaboration with universities and Krishi Vigyan Kendras (KVKs), leading to the launch of effective agricultural solutions.
9. Ensured organic certification compliance for organic manure, adhering to the regulations outlined in the Fertilizer Control Order (FCO) of 1985.
10. Developed a groundbreaking powdered formulation named "Subahar," derived from JIVAMRUT, and marketed it in Maharashtra. This 3.5 kg powder formulation, suitable for 1 acre of land, could be applied through flooding, drenching, drip irrigation, or foliar application.
11. Received the prestigious "Best Employee of the Year" award with appreciation in 2019, acknowledging outstanding contributions to Pitambari Products Pvt Ltd.

→ 17 October 2011 - 30 June 2016

Daund Sugar Pvt. Ltd.

Soil Testing Laboratory Incharge

- Soil testing laboratory Development,
- Staff recruitment and training,
- Soil Testing, Soil Health Card generation,
- Guidance to farmers according to Soil Health Card for INM
- Grants of Rs 40 Lakh received from Government of India against Pradhan Mantri Krishi Vikas Yojana (PMKVY)
- 10000 soil samples Tested and Soil Health Card Prepared as per PMKVY Mission during the year 2013 - 2014
- Farmers Yield of Sugarcane increased from 40MT in 2012 to 97.8MT in 2015 due to INM and Soil Health Management practices

→ 01 April 2011 - 10 October 2011

Jain Irrigation System Ltd

Agronomist

1. Organized and led farmers' meetings, serving as a bridge between the company and farmers to facilitate knowledge sharing, address concerns, and promote best agricultural practices.
2. Actively participated in research and development activities focused on Banana Secondary Hardening, contributing to the enhancement of crop quality, yield, and overall cultivation practices.
3. Conducted visits to Coimbatore and Gujarat production sites to observe and analyze field operations, gather insights, and implement best practices for crop management.
4. Provided valuable guidance and support to field staff, offering technical expertise and practical solutions for various agronomic challenges.
5. Collaborated closely with the Marketing team, offering on-field assistance, conducting demonstrations, and delivering insights to promote the company's products and services effectively.

→ 22 December 2006 - 28 March 2011

Padmashree Dr D Y Patil College of agricultural engineering and technology Kolhapur

Assistant Professor

1. Successfully delivered lectures and conducted educational activities for B. Sc Agriculture and B. Tech students in the field of Soil Science.
2. Actively engaged students through interactive teaching methods, fostering a comprehensive understanding of the subject matter.
3. Developed and maintained a soil science laboratory to enhance practical learning experiences, facilitating hands-on exploration of soil properties and analysis techniques.
4. Served as the "Chief Editor" for the college magazine, 'Dnyanwant,' during the academic years 2008-2009, 2009-

2010, and 2010-2011. Managed content creation, editing, and layout design for the magazine.
5. Held the position of "Chief Editor" for the 'Krishi Yashwant – 2009 Souvenir,' a state-level Paper Presentation Programme organized by the college in February 2009. Oversaw the production of the souvenir, including content curation and coordination with contributors.

PUBLICATION

✓ **Effect of different supplements on spent mushroom substrate (SMS) of pleurotus spp.**

Published in June 2011 in "Advances in Plant Sciences - An International Journal".
ISSN No. 0970-3586 Ad. Plant Sci. 24(1) 173 – 177, 2011

✓ **Effect of different supplements on mineral element content of Pleurotus species**

Published in June 2011 in "Advances in Plant Sciences - An International Journal".
ISSN No. 0970-3586 Ad. Plant Sci. 24(1) 189 – 192, 2011

✓ **Influence of Supplements on Productivity, Proximate Principles, Vitamin C and Tryptophan content of Oyster Mushroom**

Published in "International Journal of Plant Science" of Hind Agricultural Research and Training Institute, Muzaffarnagar – 251001 (U.P.) INDIA. ISSN No.0973-1547, NAAS Rating: 3.2

ACHIEVEMENTS & AWARDS

✓ "Agroworld Krushi Gaurav 2019" - Maharashtra state level Award for contribution towards Organic Farming Promotion from Agroworld and Jain Irrigation System Ltd dated 18th November 2019

✓ Appreciation from Pitambari Products Pvt Ltd for Commendable Efforts in reducing the Outstanding and generating business through advance for Gomay Division during 2018 - 2019.