

# KEERTHANA S KANDE



## Contact

**Address:**

Old Bowenpally, Hyderabad

**Phone:**

(+91) 8319511950

**Email:**

keerthanaskande@gmail.com

## Technical skills

MS Office  
Tally ERP 9.0

## Certifications

- Fumigation as a Phytosanitary treatment- MBr & ALP Fumigation.
- Fundamentals of Digital Marketing.

## Objective

To seek a challenging job that would give me an opportunity to integrate my technical and analytical skills in a continuous learning environment.

## Experience

**Associate Manager** – 15/07/2020 to PRESENT

**NBHC Private Limited**, Bangalore

- Ensuring New B2B AMC Sales Productivity achieved as per budget – INR 2.5 lac in a month.
- Ensuring timely renewal of existing contracts.
- Timely planning of activities like invoice submission, collection updation.
- Identify and resolve gaps in customer expectations versus actual service levels (internal & external), ensure proper complain management system.
- Ensure customer satisfaction through timely and effective response to customer feedback.
- Maintain good relationship with customers through telephone calls and personal visits.
- Handled backend and frontend operation activities along with sales.

## Education

- **PGDM – ABM: Agri Business Management** – 2018-2020  
Vaikunth Mehta National Institute of Cooperative Management, Pune with **79.51%**
- **B.Sc (Hons): Agriculture** – 2014-2018  
ITM University, Gwalior with **89.9%**
- **Intermediate** – 2012-2014  
Sri Chaitanya Jr Mahila Kalasala, Vijayawada with **94.5%**
- **10<sup>th</sup>** – 2011-2012  
Little Angels Public School, Gudur with **95%**

## Internship

1. Organization: **Kalash Seeds Pvt. Ltd.**

Title: **Study of Vegetable Nurseries in Karnataka State**

Objectives:

- To study the position of KALASH in given areas.
- To know the perception of nursery owners about KALASH products in the given areas.
- To study the factors that influences the buying behavior of nursery owner/farmer.
- To identify the buying pattern of customers.
- To know the major competitors and their strategies.
- Location: Karnataka

## Courses & Trainings

- Rural Agricultural Work Experience for 6 months in Appaiahpally, Wanaparthy District, Telangana.
- Training in Krishi Vigyan Kendra, Madinapuram, Telangana for 1 Month.

## Languages

ENGLISH  
HINDI  
TELUGU  
KANNADA

## Interests

Playing Chess, Carom  
Cooking

## Internship

### 2. Organization: Faircent – P2P Lending company

Title: **Study of Faircent lenders portal and working of P2P & developing channel partner model for Faircent in Hyderabad region**

Objectives:

- Identify Target Audience (Eligible for Faircent Partners) in these 4 regions for building Partner base.
- Preparing Verified List of Individuals/Companies/Firms for Partners with their contact details.
- Capturing feedback/Interest of sample (min 50) partners through questionnaires/interviews
- Obtaining awareness on P2P lending from same sample set through questionnaires/interviews.
- Location: Hyderabad.

## Live Projects

### 1. Organization: Future Group (Retail)

Title: **Capacity of membership drive for Easy day** Objectives:

- To understand the consumer behavior towards the membership drive.
- To penetrate the Easy day membership cards in the given location.
- Location: Pune, Maharashtra

### 2. Organization: Avanti Feeds Limited

Title: **Market Analysis in Krishna Dist., AP**

Objectives:

- To study the position of Avanti Feeds Limited in given area.
- To know the major competitors and their strategies.
- Location: Krishna Dist. Andhra Pradesh

## Achievements

- Received **Gold Medal for academics in PGDM-ABM** from Governor of AP.
- Participated in “**Coopathon 2.0**”, conducted by ICA – Asia Pacific, New Delhi.
- Participated in case study competition conducted by NIBM Colloquium, NIBM, Pune.
- Team **member of ENLIGHTEN – Newsletter of VAMNICOM**.
- Participated in seminar on “Organic Farming” and secured **first place for model** presentation on topic “**Institutes supporting Organic Farming**”.
- Attended National conference & awards on cold chain technologies, 2019.
- Attended national seminar on “Protected cultivation of Horticultural crops”.
- Attended national seminar on “Food Technology”.