



M SHRAVANI

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Category, Production and R&D

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An achievement driven professional with 3 years of experience in **Research & Development, Category, Production**, proficient in executing successful method-oriented operations & taking initiatives for business excellence, targeting assignments in **Production, R&D, Category Management, Business Analytics, Business Development, Executive Assistant, Hiring & Training**.

WORK EXPERIENCE

Apr'20 – Apr'23 with Ratnapuri Organics Pvt Ltd, Sangareddy as Manager (Research & Development, Category, Production, Business Development, Hiring, Training and Executive Assistant)



Key Result Areas :

- Leading a team of **20+ on role employees; (Production, Research & Development)** covering **5 localities** by operating across Hyderabad
- Worked on various initiatives to **enhance productivity of production & research team**.
- Performing **competitor analysis** supported by market research, market visits and focussed group discussions.
- Identified the **potential areas** of business through various channels to improve the coverage & to **increase the Distribution**.
- Oversaw the production process and coordinated all activities to ensure enough resources on hand.
- Lead key projects to support business goals.
- Responsible for **P&I, Demand forecasting, Pricing, Inventory and rejection control**.
- Took a target on **Rejections** and delivered good results.
- Oversaw complex **research projects, analyzed results** and provided recommendations based on findings.

- To **determine, implement and monitor research and development strategies** and priorities to support the organisation's commercial, policy or research objectives.
- Lead major research projects and provided **research advice** to the organisation.
- **Documenting** all phases of **research and development**
- Oversaw selection and purchase of routine supplies and special equipment purchases as part of yearly budget.
- Established project goals and priorities by collaborating with Marketing team.
- Trained new workers on safety and farm procedures.
- Monitored weather conditions and adjusted strategies accordingly to avoid losses.
- Worked as **Executive Assistant** to Managing Director
- Manage emails, information, and other communications; answer where possible – highlight and prioritise those that need MD attention.
- Plan and maintain MD's calendar and recurring tasks, arrange appointments, organise and set agendas and action points for all his meetings
- Act as 'follow-up Manager' across the Board and Senior Leadership Team to ensure that a wide range of agreed actions are being executed.
- Organized **Entrepreneurship development activities** to the rural students and farmers

INTERNSHIP

May'19 – Jun'19 with Netafim as Management Trainee



- Project Title - “ **To understand potential and buying behavior for automation among Greenhouse farmers in Telangana & Andhra Pradesh** ”
- Work done – visiting and collecting data from all greenhouse farmers in Telangana & Andhra Pradesh
- Entry of received data in the system with the help of Google forms
- Analyzing the data

Jan'19 – Jan'19 with Namaste Kisan as Management Trainee



- Project title – **Analysis on supply chain of millets**

Sep'17 – Jan'18 with Gayatri Bio Organics Limited as Management Trainee



- Project Title – “**Manufacturing of Starch, Dextrose & Sorbitol Solution 70% from Raw Maize**”

ACADEMIC PROJECTS

JAN'18 – APR'18 With Prof. Jayashankar Telangana state Agricultural University.



- Undergone B-tech final year project which is titled as “ **Assessment of Sri Ram Sagar Project using Remote Sensing and GIS** ”

ACHIEVEMENTS & EXTRA CURRICULAR ACTIVITIES

- Participated in **Entrepreneurship Development Program** in Agribusiness Incubator in ICRISAT
- Participated in “**Art of Living**” conducted in College of Agricultural Engineering, Sangareddy
- Undergone training on “ **Applications of Remote Sensing, Geographic Information System and AutoCAD in Agriculture and Water Resource Management**”
- Undergone NSS training program
- Won **2nd place** in Table Tennis (W-Doubles)
- Participated in **Skill Development Program** on “Scientific Beekeeping”
- Received a **token of appreciation** in the field of **agriculture** on the occasion of International Women’s day from **JCI**

EDUCATION

- **2020 : FT PG DIPLOMA (Agribusiness & Plantation Management)** from **IIPM, Bengaluru** with **7.2/10**
- **2018 : FT BE (Agriculture)** from **Prof. Jayashankar Telangana State Agricultural University, Hyderabad** with **8.39/10**
- **2014 : 12th** from **Prathiba Junior College, Mahabubnagar** with **95%**

- **2012 : 10th** from **New Rishi Concept School, Mahabubnagar** with **9.7/10**

PERSONAL DETAILS

Date of Birth: 29th July 1996

Languages Known: English, Telugu, Hindi,

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