

CURRICULUM VITAE

NAME : MAHADEV MATYA

ADDRESS: MAHADEV MATYA
C/O- PASHUPATI MATYA VILL-
CHAKLAL,P.O-KARKARI
P.S-PINGLA,DIST-WEST MEDINIPURSTATE-
WEST BENGAL
PIN- 721140

MOBILE NO- 8918802097/7407076772

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PROFESSIONAL PROFILE

I am enthusiastic person who enjoys being part of as well as leading a successful and productive team.

I am able to work well on my initiative and can demonstrate the high levels of motivation required to meet the tightest of deadlines.

Even under significant pressure I possess a strong ability to perform effectively.

CAREER OBJECTIVE

To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional atmosphere.

ACADEMIC RECORD

- B.sc in Agriculture – Chhatrapati shahu ji Maharaj University in 2018 (71.6%)
- **Higher Secondary Examination** – West Bengal State Council of Technical & Vocational Education in 2014 (74%)
- **Secondary Examination** – WBBSE in 2012 (60%)

COMPUTER SKILLS

- Internet Application.
- Microsoft – Excel, Word & Power Point.

KEY SKILLS

- Consumer Behavior.
- Service Marketing.
- Project Management.
- Sales and Advertisement.
- Motivating Quality.

INTERESTS & HOBBIES

- Playing Cricket
- Listening Music.
- Cooking

ABILITIES

- Ability to create and maintain effective business relationship with customers.
- Ability to work flexible hours.
- Excellent interpersonal and coordination skills.
- Hardworking, perseverance in work related problems, punctual, enthusiastic.

1. From April 2022 to till date

Company's Name: **Rico Italy (Ramsons Impex)**

Designation: **Asm (Area Sales Manager)**

Job Responsibility:

- Handled North-East Zone (W.B, Assam, Tripura, Nagaland, Mizoram, Arunachal, Magalay)
- Product Selling
- Promote Rice Mill and Weeder
- Appointed Dealers
- Developing marketing strategies for selling process

- **Total Dealer in my Zone 29th**

1. **Active Dealer = 22th**
2. **Inactive Dealer = 7th**
3. **Appointed Dealers By Me = 13th**

2. From March 2019 to till date.

Company's Name: **KisanKraft Limited**

Designation: **Sales Executive**

Job Responsibility:

- Handled 6th Dist (Nadia, Mursidabad, South 24 Parganas, Alipurduar, Cooch bihar, Jalpaiguri)
- Product Selling
- Had done survey about the market and identifying the suitable models.
- Appointed Dealers
- Regular Dealers follow up.
- Time to time Machine Demonstration
- Developing marketing strategies for selling process
- Studied about the competitors.
- Doing planning about the Business Development and Effectiveness and Implementation.
- Visited to Government Departments, Industries and builders for making them as our client.

- Help To Seals Increases
- Farmer Feedback collecting
- **Total Dealer in my Zone 47th**
 4. **Active Dealer = 32th**
 5. **Inactive Dealer = 15th**
 6. **Customer's enquiry in daily basis**

3.From July 2018 'To 2019'March

Company's Name: IFFCO KISAN SANCHAR LIMITED

Designation: *R&D(Seed)*

Job Responsibility:

- Handling East Zone
- Doing planning about the Business Development and Effectiveness and Implementation.
- Developing marketing strategies for selling process
- Doing planning about the new product.

JOB KNOWLEDGE GAINED

- Agronomist And Sales
- Marketing Technique and Trends.
- Knowledge in Retail / Channel Sales
- Corrective & Preventive action based on market trends
- Taking Survey about the market and identifying the competitor's strength and weakness
- How to react with Dealers and Distributor.
- Knowledge in Material planning & Process Planning.
- Dealers, Distributor and Retailers Handling
- Organizing Campaigning and Event
- Knowledge about agro farming.
- Knowledge about bio product
- How to react with Dealers and Distributor.

PERSONAL PROFILE

Name -	MAHADEV MATYA
Guardian's Name -	PASHUPATI MATYA
Date of Birth -	18/07/1995
Permanent Address -	MAHADEV MATYA Vill-Chaklal Post.: Karkai Dist: West Medinipur Pin: 721140 West Bengal
Sex	Male
Nationality -	INDIAN
Marital Status -	SINGLE
Languages Known -	Bengali & Hindi, English.
Aadhar Card	5866 4654 658

DECLARATION

I solemnly declare that the above entries made in the bio-data are true to the best of my knowledge and belief. If anything found wrong, I will be liable to your judicial action.

Place: Karkai
Date:

Signature:
Mahadev Matya

