

MANISH CHAKRASUDARSHAN BHAWANE

B. Tech (Agricultural Engineering)

Contact Details: 08329420686

E-Mail: manishbhawane@gmail.com



Seeking assignments in Agriculture Sales & Marketing, Dealer Business Development, irrigation technical designs , Agriculture Machinery , Tractor & Implements Knowledge , Project Channel Management with Co Operative organization , FPO , Water organization ,Irrigation Practices .

PROFESSIONAL SNAPSHOT

- A result oriented professional with 15 years of experience in Technical Project Sales & Marketing, Business Development, Key Account Management, Dealer Management & Client Relationship Management.
- Currently working As Area Sales Manager in Samvardhan Greentech Pvt Ltd in Drip Irrigation and Poly house Product for Vidarbha Region .
- Worked As a Market Adviser in Tractor Implements Business in Planet CSK Corporation India Pvt. Ltd for Vidarbha Region
- Last Organization Working As Assistant Manager in Skipper Metzer India LLP At Akola Location For Vidarbha Region
- Worked As Area Manager in Bothara Agro Equipments Pvt Ltd At Akola Location for Akola , Buldhana , Amravati and Washim District
- Worked as A Sr District Manager (Sales and marketing) Manager Grade at Beed Dist for 9 Years in Netafim Irrigation (I) Pvt. Ltd and Then at Buldhana For 2 Years
- Worked In Jain Irrigation System Ltd as Sales Officer in Landscape and irrigation for 9 Months in Thane.
- Skilled in overcoming business challenges and making high stake decisions using experience based judgment, strong work ethic and inapproachable integrity.
- Expertise in tapping prospects, analysing their requirements, rendering technical guidance to the client and negotiating (commercially) for the orders.

CAREER GRAPH

Samvardhan Greentech Pvt Ltd(Sigma Group)	Area Manager (Sales and Marketing)	Presently working
Planet CSK India Pvt Ltd	Market Advisor (Sales and market Development)	May 21 to July 23
Skipper Metzer India LLP	Assistant Manager (Sales and Marketing)	March 20 to March 21
Bothara Agro Equipments Pvt Ltd	Area Manager (Sales and Marketing)	Feb 2019 to March -20
Netafim Irrigation India Pvt. Ltd.	Sr District Manager (Sales and marketing)	March 2008 to Jan 2019
Jain Irrigation System Ltd	Sales Officer(Landscape Irrigation)	July 2007 to March 2008

Key Result Area

- Technical and Engineering Knowledge
- Tractor and Implements business Market knowledge
- Community irrigation projects ,
- Irrigation and Drainage Engineering
- Financing Solutions for Projects and Handling Finance Portfolio.
- Technical Specification application marketing
- Extension education and technology transformation.
- Agriculture Business Management.
- Agronomical practices and Crops Knowledge
- Digital farming Solution/ Crop Management Technology
- Geography and Market Knowledge

Sales and Marketing

- Managing the sales and marketing operations and accountable for increasing sales growth.
- Driving sales initiatives to achieve business goals & managing the frontline sales team to achieve them.
- Conducting competitor analysis by keeping a close view of market trends to achieve metrics.
- Facilitate the events like local level sales promotion campaigns, product launches etc Field Day , Bajar day , Vehicle campaigns , famers Meeting.
- To achieve the sales target in the assigned territory. To appoint new dealer in vacant area for proper area coverage
- Establishment of banking relation in territory for proper Sales & retailing process of the area development of fund through banks for proper running of business.

Team Management

- Developing and managing team with strong acumen and aggression for sales in order to achieve targets.
- Train and arrange training programs for the dealer salesman on presales and sales processes, new product features/advantages/benefits
- Handling the sales team of 9 staff with good team work culture.
- Establishing cordial relations with sub-licensees and conducting fundamental analysis of different product portfolio of BT cotton of different companies, their supply and demand patterns, suitability to various soil conditions and marketing strategies for establishing the brand.

Notable Achievements

- Planet CSK India Pvt Ltd is new organization in tractor implements business I worked as dealer cum Market adviser for establishment of company appointed 22 dealers and generate business volume of 2 Cr Rotavator , plough and seed drill products in Akola, Buldhana , Washim and Amravati Dist.
- Skipper Metzer as New Company in Market in Drip Irrigation segments create Brand awareness and appointed 15 Dealers in One year and had good business volume of 75 lac in Covid lock down period.
- Successfully carried out campaign, road shows, small and mega farmer meetings, field visit of all stake holders including Govt machinery like District Collector, TAO, JDA SAO etc.
- Major Team Lead Role in Netafim Irrigation India Pvt Ltd in Taluka Level Micro Planning Project with Tata Consultancy Services for Market Identification , Reach , Presence and Planning to Penetrate market with good business goal.
- Team Leader in Field force efficiency Project of sales staff conducted by Netafim Irrigation with collabation with accenture
- Open the 17 Dealers which was block in Netafim/NAFA Outstanding and achieved good business and good collection discipline.
- Pivotal in managing Dealer Network of 31 Dealers in Akola and Buldhana Dist handling business volume of 4 Cr in 2018.
- Special Recognition award in Top Performance in SBU Central For 2014.
- Awarded As Best collection and good collection discipline in collection process in 2013.
- Instrumental in attending to the farmers' complaint and recommending them suitable practices to get higher yields.
- Finalized One Community Irrigation project of 400 Ha in Majalgaon Taluka.
- Took initiatives and coordinated with Government officials, Agreement project of supplying irrigation products to farmers with sugar factory Irrigation scheme.
- Rewarded employee in 2012 as Best cash and carry , highest Bank cases and highest collection in business .
- Pivotal in managing a portfolio of Rs 14 Cr in Beed Dist market.
- Demonstrated professional excellence in achieving a volume of 50 % of the targeted sale in the year 13-14 with a growth of 126 % over last year for Netafim .
- Successfully completed fact base project of Rural micro planning for the right penetration to the focused villages and farmers community.
- Conducted Big farmers meeting and training programs for the farmers.

- Provided irrigation design/services to 2800 farmers .
- Appreciation Award for excellent performance in Bank tie up initiative.
- Exclusively implementation of Bank ties up project of supplying Drip system to Majalgaon SSK farmers of 600 Ha through Ratnakar bank Ltd.
- Business tie up and agreement with yedeshwari SSK through Netafim captive NBFC NAFA.

ACADEMIC

B. Tech. (Agricultural Engineering) from College of Agricultural Engineering and Technology Dr. Panjabrao Deshmukh Agricultural University, Akola with CGPA of 6.84 /10.00 in 2007.

IT SKILLS: Well versed with MS office, MS Project, CCC, Photoshop

PROJECT

UG Project Title : Testing and evaluation of self propelled reaper back windrower for Harvesting of crops

Summer Trainings

1. : Northern region farm machinery training and testing institute, Ministry of Agriculture, Hissar
 Duration : 1 month
 Description : Studying the technical, Mechanical concepts of all agriculture machinery. Their Design details
- 2 : Kerala Agro Machinery Co-operation Ltd. (Kerala Government undertaking) Athani
 Duration : 1 month
 Description : Studying the technical Mechanical concepts of Power Tillers , Reapers Small Harvesting machines. Their Design details.

References

- Gaurav Badge Territory Manager Mahindra Tractors Mo No - 07028071528
- Mahesh Havinal Regional Manager Zuari Fertilizer Mo No - 08884345349

Seminar Presented

- . Design and development of Knapsack Power Trimmer.
- . Study and economic evaluation photovoltaic solar water pumping.

Electives Offered

- . Construction Technology.
- . Farm machinery production and management.

PERSONAL DOSSIER

Date of Birth : 12th December 1983
 Current Address : Flat No 101 , Shri Residency , Ashtavinyak Colony , Khadaki Akola Dist. Akola (Maharashtra) Pin 444001
 Permanent Address : Falt No 101 , Shri Residency , Ashtavinayak Colony Khadaki Akola Dist. Akola 444004 Maharashtra
 Linguistic Ability : English, Hindi, Marathi

Manish C. Bhawane