

(PARIKSHIT SINGH)



**Permanent Add. -Plot no-155 Radhapuram, Gooba Garden, Kalyanpur, Kanpur Nagar,
Uttar Pradesh, India.**

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OBJECTIVE

Seeking a position where I can utilize my experience, interpersonal relationships, knowledge in management and capability to achieve long-term objectives in order to achieve the Company's goal.

PROFESSIONAL EXEPIENCE

1. Area Business Manager

(May 2023- Till date)

Green Agrevolution Pvt. Ltd. (DeHaat)

- ✓ Working as Area Business Manager in Green Agrevolution Pvt. Ltd. Jodhpur (Rajasthan).
- ✓ Created Channels/ Dealers in the region and convince them to bill Agri-input (Seed/ Pesticides/ fertilizers) of Green Agrevolution Pvt. Ltd. Brand.
- ✓ Discuss and create monthly, quarterly and half yearly plans with team and gave targets to each person in their area.
- ✓ Demand generation for sales of Seed, Pesticides and fertilizers through farmers meeting and retailers meeting and convince them for better sale of Agri-input.
- ✓ Discuss plan and achievement with my team on daily basis and report to Regional Manager.
- ✓ Align team for Agri-input sales and promotion in their area for achieve territory targets.
- ✓ Providing leadership and guidance to a team of **3 Sales executive** and **1 Sales manager** as well as training and motivating them to achieve the set target on a weekly basis.
- ✓ Plan demand generation activities in my region for sustainable strategy to surpass goal.

2. Territory Manager (Sales)

(June 2021- May 2023)

Mahindra & Mahindra Ltd. (Krish-e)

- ✓ Working as Territory Manager (Sales) in Mahindra & Mahindra (Krish-e) Lucknow (UP).

- ✓ Created Channels/ Dealers in the region and convince them to bill Agri-input (Seed/ Pesticides/ fertilizers) of Mahindra Agri Solutions and Mahindra Summit Agriscience Ltd. brand.
- ✓ To achieve more than 5 Cr. Business of Agri-input (Seed/ Pesticides/ Fertilizers) through existing channel partner in Uttar Pradesh F22-F23.
- ✓ Discuss and create monthly, quarterly and half yearly plans with team and gave targets to each person in their area.
- ✓ Demand generation for sales of Seed, Pesticides and fertilizers through farmers meeting and retailers meeting and convince them for better sale of Agri-input.
- ✓ Discuss plan and achievement with my team on daily basis and report to Regional Manager.
- ✓ Align team for Agri-input sales and promotion in their area for achieve territory targets.
- ✓ Conducting 100 demonstration trials of our products in total 6 location in Uttar Pradesh.
- ✓ Conducting Takneeki plot trials with advisory against Insect/Pest, Diseases in Paddy, wheat, mustard, and vegetables crop of different area of Uttar Pradesh.
- ✓ Providing leadership and guidance to a team of **6 Sales executive** and **1 Sales manager** as well as training and motivating them to achieve the set target on a weekly basis.
- ✓ Plan demand generation activities in my region for sustainable strategy to surpass goal.

3. Nodal Manager

(March 2019- June 2021)

Green Agrevolution Pvt. Ltd. (DeHaat)

- ✓ Working as Nodal Manager in Green Agrevolution Pvt. Ltd.
- ✓ Created Distributors/ Dealers in the region for better sales and establishment of the products in the market.
- ✓ Discuss and create monthly, quarterly and half yearly plans with team and gave targets to each person in their area.
- ✓ Directly handling sales and Marketing of Seed, Pesticides and w.s.f. Fertilizers in the territory.
- ✓ Demand generation for sales of Seed, Pesticides and fertilizers through farmers meeting and retailers meeting and convince them for better sale of Agri-input
- ✓ Providing information about different types of seeds and practices in different crops mostly vegetables crops to the farmers.
- ✓ To achieved more than 9 CR. Business through one node (Ranchi) in the financial year 2020-21.
- ✓ Building and maintaining Farmers relationship.
- ✓ Product promotional activity of GAPL products like Seeds, Bio-fertilizers, Micronutrients, PGR etc.
- ✓ Conducting agronomical field trials and demonstration trials in farmer field of Ranchi, Gumla, Lohardaga and mostly area of Jharkhand.
- ✓ Providing leadership and guidance to a team of **4 Sales Executives, 2 Business Development Executives** as well as training and motivating them to achieve the set target on a weekly basis.
- ✓ Plan demand generation activities in my region for sustainable strategy to surpass goal.

4. Senior Research Fellow

(July 2016- March 2019)

Indian Institute of pulses Research

- ✓ Working as SRF in Project entitled “Establishing International Mung bean Improvement Network.” Funded by World Vegetables Center Taiwan.
- ✓ Building and maintaining Farmers relationship.
- ✓ Conducting field demonstration trials for farmer purpose.
- ✓ Managing all agricultural breeding trials of pulses like pigeon pea, chickpea, mung bean, urd bean, lentil Rajmash, field pea.
- ✓ Conducting agronomical field trials and demonstration trials in farmer field of eastern Uttar Pradesh and Bundelkhand area.
- ✓ Providing leadership and guidance to a team of **3 junior research fellow** and **5 field workers** as well as training and motivating them to achieve the set target on a weekly basis.
- ✓ Plan demand generation activities in my region for sustainable strategy to surpass goal.

SKILLS AND STRENGTHS

- ✓ Good communication skills.
- ✓ Very energetic, organized and have public relationship knowledge.
- ✓ Ability to handle unstructured client’s queries and complaints.
- ✓ Strong resolving power with team player qualities.
- ✓ Experience in preparing presentations and documents.

EDUCATIONS

- ✓ Completed **Ph.D. in (Seed Science & Technology)** from Chandra Shekhar Azad University of Agriculture & Technology, Kanpur Nagar (2013-2017).
- ✓ Graduation in **M.Sc. (Agriculture)** from Chandra Shekar Azad University of Agriculture & Technology, Kanpur Nagar (2011-2013).
- ✓ Graduation in **B.Sc. (Agriculture)** from Chandra Shekar Azad University of Agriculture & Technology, Kanpur Nagar (2007-2011).
- ✓ Intermediate in **(Science)** from Jawahar Lal Nehru Intermediate Collage, Kanpur Nagar Uttar Pradesh (2006)
- ✓ High School from Nand Lal Khanna Vidya Mandir Inter Collage. Kanpur Nagar, Uttar Pradesh (2004).

THESIS & PROJECTS

- ✓ **Ph.D. Thesis entitled** “Effect of Vernalization and Fungicidal seed treatment on yield and seed quality of wheat seed under Kanpur conditions.”
- ✓ **M.Sc. Thesis entitled** “Effect of Containers and Insecticides on seed germination and seedling vigour of wheat seed under ambient storage conditions.”

RESEARCH PAPERS & ABSTRACTS

- ✓ **Parikshit Singh**, C.L.Maurya, Poonam singh, A.L.Jatav, Upendra kumar shukla, C.B. Singh and Rohit kant(2014). Efficacy of different insecticides and packagings for maintaining the seed quality of wheat under ambient conditions *Progressive Research*, **9**(1):295-298.
- ✓ Upendra Kumar Shukla, Poonam singh, C.L.Maurya, **Parikshit Singh** and Jaydev kumar (2013). Management of micronutrients for maximizing seed yield and seed quality of wheat (*Triticum aestivum* L.). *Progressive Research*, **8** (Special): 917-920.
- ✓ R.K.Pal, A.L.Jatav, R.A Katiyar and **Parikshit singh** (2014). Bio Efficacy of promising botanicals against pulse beetle, *Callosobruchus chinensis* L. infesting stored seed of moong. *Progressive Research*, **9** (special): 987- 988.
- ✓ **Parikshit singh**, C.L. maurya, Poonam singh, Ashok chaudhary and R. K. Pal. Effect of containers and insecticides on seed germination and seedling growth of wheat under ambient storage conditions.
- ✓ **Parikshit singh**, A.L.Jatav, Poonam singh, sagar kumar sharma, Pradeep kumar and Alok kumar. Effect of vrnalization and fungicidal seed treatment on yield and quality of wheat seed under Kanpur conditions.

PERSONALITY TRAITS

- ✓ Task oriented.
- ✓ Adapt at ease to any high-pressured working environment.
- ✓ Good communicator.
- ✓ Excellent team worker.

Place: Lucknow (Uttar Pradesh)

Date: 02 July 2023

PARIKSHIT SINGH