



## SATISH CHARAVANDE

### RESUME

#### PROFESSIONAL SUMMARY

Forward-thinking Sales manager with experience in Agribusiness, Industrial pumps, Channel sales for almost 7 years. Driven and ambitious change manager dedicated to continuous business development focused on enhancing revenue and streamlining business operations. Focused on profit maximization through multifaced business approaches.

#### WORK HISTORY

**Kirloskar Brothers Ltd - Business Manager** (Location: Nagpur RO)  
Joining- 25<sup>th</sup> April 2022 **currently working...**

**LEO Pumps (IAS)** - Sales Manager - Industrial Pumps (Maharashtra Chhattisgarh)

*Location - Aurangabad MH. 1 April 21 to 31<sup>st</sup> March 2022*

- **Responsibilities** - Market research & Analysis Develop and maintain channel partners and also take care of all kinds of sales and after sales services, Material forecasting etc.

**USHA INTERNATIONAL LTD** - Territory manager, Sales & Marketing

*Aurangabad, MH • Jan 2019 to March 2021*

- **Market research:**
  - Collection of the competitor's data and their potential of selling SKU wise farm machinery in respected territory. Providing the Competitors analysis/Market trends reports to the top management monthly basis.
  - Reviewed constantly the customer feedback and then suggest ways to improve the process and customer service levels.
  - Market survey for understanding the customer needs and searching the opportunities for Brand Extension, Making the framework for successful new product development.
- **Market Development:**
  - Generating new domestic business leads through extensive market research. (Appointed new dealers in Marathwada region)
  - Regular Business Visits to establish and maintain strong relationships with the Prospective & Potential Customers and Existing Customers.
  - Attention on all subsidy schemes and tenders by Maharashtra



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India

#### SKILLS

- Business development
- Negotiation
- Operational management
- Revenue generation
- Market Survey
- Data Analysis

#### LANGUAGES

- English
- Marathi
- Hindi

#### INTEREST

- Travelling
- Social Interaction
- Internet Surfing
- Listening Music

### **FINOLEX PLASSON INDUSTRIES PVT. LTD.** - Sales Engineer

*Aurangabad, MH • 07/2018 - 10/2018*

- Responsible for sales and marketing of the drip irrigation system.
- Surveying and design of drip irrigation system most compatible for farmers.
- Creating leads from arranging farmers meetings, Van campaigning, field visit.
- Dealer Recruitment on Identifying potential of market.

### **NETAFIM IRRIGATION INDIA PVT LTD** - Officer sales & Marketing

*Aurangabad, Nashik MH • 07/2015 - 05/2018*

#### • **Operations**

- Sales & Marketing
- Survey & Designing
- Farmer Visit
- Document Collection & verifying for providing loan for drip Irrigation from our Financing agency NAFA.
- Dealer Recruitment on Identifying potential of market.
- Farmer Meeting for making drip awareness.
- Giving proper solution to farmer for their long-term satisfaction.

## **INTERNSHIP AND PROJECTS**

Summer Internship:

- **JUNE-2012:** Central Farm Machinery Training & Testing Institute, Budni (MP)
- **JUNE-2013:** Central Soil and water Conservation Research and Training Institute, Research Centre, KOTA-324002
- ***In-Plant training at.***

Netafim Irrigation India private limited (4 - Month) training Program from the duration 01/01/2014 to 30/04/2014. This Program involved study of Drip Irrigation system components, working of these component, Design of drip irrigation model, Field visit, Farmer visit, survey and design of the surveyed field for drip irrigation system, Farmer meeting for marketing of drip irrigation system and its awareness, benefits etc.

#### **Project:**

Netafim Irrigation India Pvt. Ltd. (Jan-April 2014)

‘Survey & design of micro irrigation system & marketing of Irrigation products.

## EDUCATION

MAHATMA PHULE AGRICULTURE UNIVERCITY, RAHURI  
RAHURI, MH • 2014

**CGPA: 7.0**

**B. TECH** Agriculture Engineering

MPKV, Rahuri

- Active member of Cultural Committee.
- Participated in National Service Scheme.

**PERCENTAGE: 73.67%**

**HSC MAHARASHTRA STATE CERTIFICATE**

*Pune Board, MH*

**PERCENTAGE: 74.92%**

**SSC MAHARASHTRA STATE CERTIFICATE**

*Aurangabad Board, MH*