

CURRICULUM VITAE

Name: Sharanbasappa Shivalingappa Gavandi

Permanent Address

348, Subhash Galli, Kamalaves Maindargi Tal Akkalkot Dist. Solapur

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Career Objective

To be expert in my area of work, with a passion for challenges, innovation and working with people and communities. Seeking a role, where I will be able to apply my skills, work experience in the development of advanced application by making a difference through quality, with strict adherence in achieving the organization goals.

Highly dedicated and reliable Agricultural Sales representative with an excellent record of sustaining and expanding the company customer enquiry base. Adept at maintaining cordial and professional relationships with customer's colleagues and management

Work Experience: (Total experience- 8 yrs.)

VST TILLERS TRACTORS LTD

Jan 2023-Till date

Joining Designation: Senior Engineer

Current Designation: Assistant Manager(SFM)

- Focus on retail drive –Enquiry generation to conversion
- Focus on building new product sales responsible for assigned territory for network building.
- Follow up BDRC/PMO (project management office)
- Demonstration of New Launched Product with Applications.
- Build Relationship with Dealers and Customers.
- Distribution Management.
- Product Awareness (Retailer and end user)
- Handle Commercial & Promotional Activities.
- Team Appointment, Planning and Executing.
- Focus on accessibility and increasing retail network to strengthen product penetration and also to encourage dealers for volume business.
- Handling and guiding field officers, Driving enquiry generation across the state.
- Network appointment in weak areas, New Dealer development.

KISANKRAFT LIMITED

April 2021-Jan 2023

Joining Designation: Sales Executive

- Built strong client network for agricultural product sales through in-person and telephone communication.

- Fulfilled customer product orders and responded the complaints and quires.
- Reviewed accuracy of shipping orders and schedules.
- Ensured timely order filling and customer service in coordination with sales managers and Higher Authorities.
- Conducted customer purchase order analysis for accuracy and costs.
- Well knowledge About B2B and B2CSales
- Recommended products to customers based on individual needs and preferences.
- Expanded customer base through current client leads and business directory research.
- Research competitors' prices products and sales techniques.
- Contacting Dealer on Daily Basis. Also follow up all customer enquiry received from customer support team.
- Very Good Knowledge about Govt Subsidy like Agriculture, Horticulture and Sericulture Department also meet JDA & ADA every quarterly once.
- Good knowledge about spare parts, Accessories diagrams and Designs.
- Conducting Demo activity and Road Show Demo with the help of Dealer and Our Regional
- Built strong client network for agricultural product sales through in-person and telephone communication
- Required Material Expenditure.
- Presentation to Farmers about Advantages of Irrigation in Enhancement of Crop Yield.
- Farmer Meetings for Spreading Awareness about Water Conservation.
- New Business Development.
- Build Relationship with Dealers and Customers.

BULL MACHINE PVT LTD

Jan 2020-April 2021

Joining Designation: Business Development Officer

- Working under Channel Development Officer, Well-known about Appointing a Dealer.
- Contributes information, ideas, and research to help develop marketing strategies
- Appointment of distributor.
- Good Knowledge About Government Subsidies.
- Sets Marketing schedules and coordinates with collages, Sponsors, media Representatives.
- Well knowledge About B2B and B2CSales.
- Good knowledge about how to conduct a Demo Activity and Achieving sales target given by Company.
- Creates and presents regular performance reports for manager and executives.
- Well knowledge about CRM Application and BMS (Business Management System)
- Ensured timely order filling and customer service in coordination with sales managers and Higher Authorities.

Other Industry Experience:

STEEL FORTE EXIM PVT LTD

June 2016-Jan 2020

Marketing Executive

Steel Forte Exim Pvt Ltd Company was founded in 2016 and is based in Pune, India. As of Mar 23, 2016, Steel Forte Exim Pvt Ltd is a Stockiest of Seamless pipes.

ASTM A106 seamless pressure pipe (also known as ASME SA106 pipe) is commonly used in the construction of oil and gas refineries, power plants, petrochemical plants, boilers, and ships where the piping must transport fluids and gases that exhibit higher temperatures and pressure levels.

ACHIVEMENTS

- At Kisankraft Appointed a 7 Dealer in a month in Karnataka Region and awarded by CEO & MD for Best employee of the month.

STRENGTH

- Ability to blend into & lead a team.
- Positive Attitude, Commitment to work, Sincerity & Punctuality.
- Desire for innovation & Continuous learning.
- Excellent understanding of fundamentals.
- Systematic work methodology.
- Effective problem solving abilities.

EXTRA-CURRICULAR ACTIVITIES

- MS Excel, PPT Presentation
- MS Office
- MS-CIT

Personal Information: Qualification

COURSE	UNIVERSITY	INSTITUTE	PERCENTAGE (%)	YEAR OF PASSING
Diploma in mechanical Engg	MSBTE	S.V.S.M.Ds Polytechnic Akkalkot	66.35%	June2014-2015

Personal Details:

Name	Sharanbasappa Gavandi
Date of Birth	15/09/1995
Age	28
Gender	Male
Marital status	Unmarried
Language Known	English, Marathi, Hindi,Kannada
Permanent Address	A/P-Maindargi, Tal- Akkalkot, Dist.- Solapur-413217
Contact No	9175131995 8147696207
Email address	sharan.sn1205@gmail.com

UNDERTAKING

I here declare that all the statement made above are true and correct to the best of my knowledge and belief.

Date: 12 Aug 2024

Place:Pune

Yours faithfully
(Mr. Sharan SG)