



# SOURABH PATIDAR

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Khargone, Madhya Pradesh

## SUMMARY

A customer-focused sales professional with a proven aptitude for learning and demonstrating new products, seeking to work in an environment that encourages professional performance and growth.

## TECHNICAL SKILLS

- MS OFFICE
- Adobe
- Google workspace
- CRM software

## LANGUAGES

- HINDI
- ENGLISH
- GUJARATI

## POWER SKILLS

### Negotiation:

- Mediated team conflicts through skilled negotiation, fostering a positive workplace atmosphere.

### Time Management:

- Effectively managed time to meet deadlines, prioritize tasks, and optimize overall productivity.

### Cognitive Flexibility:

- Demonstrated cognitive flexibility by adapting quickly to changing industry requirements.

### Problem Solving

- Systematically addressing challenges and finding effective solutions.

### Networking

- Building and maintaining relationships with others. Networking is valuable for personal and professional growth, providing opportunities for collaboration and support.

## PROJECT EXPERIENCE

- Industry visit | Mushroom Cultivation Farm | Jhansi U.P.|Feb'21

## HOBBIES & INTREST

- Reading
- Traveling
- Language Learning
- Meditation & Yoga
- Gardening

## WORK EXPERIENCE

### NEPTUNE FARMING PVT. LTD.| INDORE, IN

Sep '23

#### Sales Executive (Running)

- While working with Neptune farming, I learned about agriculture equipment and how its use can take farming from ground to sky.

#### Detailed achievement

- Expanded business and sales by taking regular follow ups from old dealers using CRM.
- Visiting the territory regularly to find new dealers and convert them.
- Analyzed past sales data and team performance to develop realistic sales goals and maintain channel sales.
- Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.
- Maximized performance by monitoring daily activities and mentoring team members.

### COROMANDEL INTERNATIONAL LTD.| RAISEN, IN

Sep '21-Aug'23

#### Marketing Development Trainee

- Working with the Coromandel International Company taught me a lot about marketing and how it works.
- I gained valuable experience working with farmers in their field, which I used to improve my sales abilities.

#### Detailed achievement

- Established positive relationships with dealers and retailers and collaborated with them to learn more about chemicals and fertilizers.
- Established new dealers in my territory and works with previous dealers to help in achieving sales target.
- Organized farmer meetings in various villages and give suggestions and take feedback to generate greater focus product demands.
- Skillfully managed rising demands by liquidating stock and placing new orders with dealers.

## PROJECT

### Rural Agriculture Work Experience (RAWE)

Mar-Aug '21

#### Domain: agriculture

- Utilized agricultural research to identify and understand various pests and diseases affecting crops, applying this knowledge to real-world situations.
- Conducted soil tests to assess nutrient levels and composition, providing a scientific basis for soil improvement recommendations.
- Utilized modern technology, such as weather forecasting apps and agricultural databases, to enhance the accuracy of predictions and provide timely information to farmers.

## CERTIFICATIONS

- Successful Negotiation: Essential Strategies and Skills | Coursera Jan'24
- Introduction to Social Media Marketing | Coursera | META Dec'23
- Farmer producer (FPOs) | Bird: NABARD Dec'23
- Marketing: Strategic Framework| Great learning | Sep'23
- Supply chain and operation management |LinkedIn learning| NASBA Apr'23
- Time Management | Great learning | Mar'23

## EDUCATION

### Bachelor Of Science in Agriculture

Jul '17-Jul '21

Bundelkhand university | Jhansi, IN  
Percentage-First Division

### Higher secondary (Agriculture)

2016

Madhya Pradesh Board of Secondary Education | Khargone (M.P.)  
Percentage-First Division

