

RESUME

Pandurang L. Sawant

B.Sc. Agriculture, M.Sc. Environmental Science.

A/P- Varad Vaulwadi
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Date of Birth: 2nd November, 1991
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Career Objective

To work efficiently and effectively in an organization to achieve self-realization and growth with optimum utilization of my educational and professional background and contribute meaningfully towards the organizational goals.

Education

1. **M.Sc.** (1st Class, 2020): **Environmental Science**, YCMOU, Nashik, Maharashtra (India).
2. **B.Sc.** (77.10 %, 2015): **Agriculture**, Dr. BSKKV, Dapoli, Maharashtra (India).

Professional Experience: More than Seven years of experience in the field of Sales and Marketing.

Career Summary:

Working with M/s. Sumitomo Chemical India Ltd. (Environmental Health Division)

From 1st April 2020 to till date

Designation: Assistant Manager

Region: Karnataka, Gujarat (23rd May 2022 Onwards)

Role & responsibilities:

- Identifying business opportunities by new prospects and evaluating their position in the industry, researching and analyzing sales options.
- Identifying product improvements or new products by industry trends, market activities, and competitor's actions.
- Continually meeting or exceeding sales quotas.
- Building and maintaining good working relationships with customers.
- Identifying opportunities and strategies to increase sales.
- Track the progress of weekly, monthly, quarterly and annual objectives
- Coach and support new and existing PCO's
- Maintaining professional and technical knowledge by attending educational workshops.
- Analyzing the distribution reach and penetration of product in market by appointing

- new distributors or consolidating the distribution network.
- Implementing the marketing strategies of HO to build Sumitomo brand across the value chain to help to generate demand from the end users.
- Arranging product promotions, training programs, launch new product & product demonstrations.
- Liquidating stock of distributors & dealers.
- Achieving the sales objectives in all the key products as per the Calendar plan by implementing the selling strategies.
- Reporting to HOD about sales and collection, next month's sales plan and sales review.
- Establishing required Customer's base for current & future Plan.
- Payment Collection.
- End Client Development.
- Organizing training programs.
- Conducting Audit & field Survey.
- Technical & field Support to Pest Control Organization.
- Sales Planning, management & Development.

Worked with M/s. Sumitomo Chemical India Ltd. (Environmental Health Division)

From 28th June 2016 to 31st March 2020

Designation: Executive

Region: Karnataka

Role & responsibilities:

- Maintaining professional and technical knowledge by attending educational workshops.
- Analyzing the distribution reach and penetration of product in market by appointing new distributors or consolidating the distribution network.
- Implementing the marketing strategies of HO to build Sumitomo brand across the value chain to help to generate demand from the end users.
- Arranging product promotions, training programs, launch new product & product demonstrations.
- Liquidating stock of distributors & dealers.
- Achieving the sales objectives in all the key products as per the Calendar plan by implementing the selling strategies.
- Reporting to HOD about sales and collection, next month's sales plan and sales review.
- Establishing required Customer's base for current & future Plan.
- Payment Collection.
- End Client Development.
- Organizing training programs.
- Conducting Audit & field Survey.
- Technical & field Support to Pest Control Organization.
- Sales Planning, management & Development.

Worked with M/s. Sumitomo Chemical India Pvt Ltd. (Environmental Health Division)

(on pay roll of M/s Velcare International)

From 23rd June 2015 to 27th June 2016

Designation: Project Officer

Region: Karnataka, Hyderabad

Role & responsibilities:

- Promoted pest control Products & generated new customers.
- Convinced customers to adopt our pesticides.
- Developed new enquiries with existing customers.
- Attended enquiries & complaints of products existing customers.
- Discussed & inspected the premises to control the problem.
- Carried audits and surveys of pest control contracts.
- Provided technical support & training to Pest control companies.
- Collected customer feedback & analysis.
- Handled the sales target.
- Improved sales by providing technical support & PCO meetings.
- Handled distributors & Dealers.

Graduation Project

Name of Organization: College of Agriculture, Dapoli

Project Title: “RAWE: (Rural Agriculture Work Experience)”

Duration: 5 months

Summary: From this project we studied following:

- Studied the cropping pattern of Host farmer.
- Studied the Cultivation and management practices of agricultural and horticultural crops.
- Worked out on the cost of cultivation of principle crops grown by the host farmer.
- Worked with the farmers in the field and acquainted with various plant protection problems of the standing crops and collected data on pest damage.
- Given demonstration on preparation of insecticidal/fungicidal spray solution and spraying in the field.

Experimental Learning Module

Project Title: Commercial vegetable

Production Duration: 5 months.

Summary: Experimental Learning Program on Commercial Vegetable Production

- Studied the cropping pattern of Vegetables crops.
- Cultivated vegetables like Okra, Chili, Maize, Leafy vegetables, Watermelon, Snake gourd, Long yard bean, Broccoli.
- Studied the Cultivation and management practices of Vegetables crops.
- Adopted various Plant Protection Measures and collected data on pest damages.
- Implemented various kinds of Irrigation systems.
- Preparation of insecticidal/fungicidal spray solution and spraying in the field.
- Marketed the Vegetables.

Computer Literacy

- Certificate course in Computer Application – MSCIT 2009(82%)
- Good command of MS-Excel, MS-Word, MS-PowerPoint.

Key Strengths

- ✓ Good interpersonal and communication skills, leadership and confidence.
- ✓ Adaptability and ability to work in a team environment as well as individually too.
- ✓ Willing to do challenging work with positive attitude.
- ✓ Good Management Skill.

Personal Information

Name: Pandurang Lavu Sawant.

Date of Birth: 02-11-1991

Marital Status: Married.

Language Proficiency: English, Hindi and Marathi.

Hobbies: Playing Cricket, Volunteering, Poem writing

Permanent Address: A/P Varad Vavulwadi, Tal-Malvan, Dist.-Sindhudurg, Pin Code-416604

Declaration

I hereby declare that all the statements made are true, complete and correct to the best of my knowledge and belief. In the event of any information being found false/ incorrect detected at any time, action may be taken against me and I shall be bound by the decision of the employer.

Date:

Yours Sincerely,

Place: Ahmedabad

Pandurang Lavu Sawant