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| **Snapshot** | |
| **Name** | **Patel Ankitkumar D** |
| **Contact Details** | 9998025775 |
| **Email ID** | [ankitpatel5841@gmail.com](mailto:ankitpatel5841@gmail.com) |
| **Current Company** | E Agrocare Machineries and Equipments Pvt ltd |
| **Current Designation** | State sales manager |
| **Current Location** | Ahmedabad |
| **Total Experience** | 8 Years |
| **Current CTC** | *8.83 Lakhs* |
| **Expected CTC** | 20% hike |
| **NTP** | 15 Days |
| **Previous Company Detail** | NA |
| **Current Role** | Sales and business development |
| **Reason for Change** | Growth purpose |
| **Core Area** | Business development |
| **Reporting To** | G.m |
| **Current Team Size** | 12 |
| **Any Other Recruiter Remark** | Good communication skills |

**APPLICATION**

**Patel Ankitkumar D.**

B/2,102 , Shrifal Appartment Near, Vandematarm Cross Wind , Vandematarm Raod, Gota , Ahmedabad

Pin : 382481

Mo : +91 9998025775

E-mail:[ankitpatel5841@gmail.com](mailto:ankitpatel5841@gmail.com)

Respected Sir

This is with reference to some reliable source. I have come to know that there is a vacancy your organization which suits with me. I hereby apply myself for the above said post.

Live indicated details of my Qualification, Experience etc. In the enclosed resume for your consideration but should you require any more information. Place let me know. I’ll be glad to give it as you wish.

I’d very much appreciate your giving me a chance to be interviewed. I’d the be able to give you further details above my work, which should help you in judging my suitability for the post.

Thank You

**Your’s Faithfully**

**Patel Ankitkumar D.**

***CURRICULUM VITAE***

**Patel Ankitkumar Dasharathbhai**

**Contact No.:- +919998025775**

**E-mail : ankitpatel5841@gmail.com**

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| * **CAREER OBJECTIVE:** |

**I am committed to the organizational objective as endless attempt to improve my own performance that shall results in the fulfillment of organization’s mission. I seek job satisfaction as motivating factor. To do my best efforts in whatever. I do and to achieve satisfactory position in a firm in which I’ll work.**

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| * **PERSONAL PROFILE:** |

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| **Name** | **Patel Ankitkumar Dasharathbhai** |
| **Address** | **B/2,102 ,Shrifal Appartment Near Vandematarm Cross Wind. Gota ,Ahmedabad .382481** |
| **Contact No.** | **+919998025775** |
| **Date of Birth** | **01st June, 1989** |
| **Gander** | **Male** |
| **Religion** | **Hindu** |
| **Nationality** | **Indian** |
| **Marital Status** | **Married** |
| **Hobby** | **Reading & Traveling** |
| **Known Language** | **English, Gujarati & Hindi** |

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| * **QUALIFICATION:** |

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| **COURSE** | **BOARD** | **PASSING YEAR** | **CLASS** | **PERCENTAGE**  **Grade** |
| **S.S.C** | **G.S.E.B.** | **2005** | **Second** | **55.00** |
| **H.S.C.** | **G.S.H.E.B.** | **2007** | **First** | **68.20** |
| **B.Sc. Agri.** | **Navsari Agricultural University** | **2011** | **First** | **70.00** |
| **C.C.C** | **Dr. BAOU** | **2011** | **First** | **60.75** |
| **SCOP** | **University of**  **Cambridge** | **2009** | **First** | **A1** |

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| * **Experience :** |

* **Currently working in E Agrocare Machineries and Equipments pvt ltd as a Reginol sales manager at Gujrat Region from July 2019 to till date.**

**Job Responsibilities:**

* Sales, Marketing& Business Development (Create demand & Proper Supply, Collection.)
* Developing distributer network.
* Strong attachment with Retailers & Sub-Dealers with strong support regarding field

Level sales & promotional activities. Developing progressive farmer groups.

* Conducting field activities to promote products.
* Making sales plan according to product performance & follow up for achievement.
* Making an annual marketing plan including assortment management, promotion activities.
* Reports technical & Market information to Sales and Research & Development.
* Collecting and manage all relevant market information for the assigned crops chemicals.
* Responsible for the budgeted sales for the assigned crops chemicals, market share and gross margins
* Exploring potential business avenues for achieving business growth for products.
* Supervising team of distributors & dealers and communicating strategies.
* Training the field staff in order to provide in depth knowledge of various

Company’s products.

* **I have 3 years & 8 months experience in Monsanto India Ltd. As a Sales officer at North Gujarat.**
* **I have 4 year experience in Kisankraft Limited as a state Sales manager in Gujarat & Rajsthan region**

**Job Responsibilities:**

* Make new distributors appointed
* Doing field work
* Checking demonstration plot
* Farmer Meetings & visit
* Collection & selling
* New area development
* Ordering & Placement of stock, liquidation
* Being a part of R & D support team
* Capability Building
* Impart training to farmers & my team
* Impart training to dealer & sub dealer
* Impart training to influencers
* For sales growth training to my team and also how to make relation with dealer
* For increase business give training to make crop calendar

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| * **Other Experience :** |

* **I worked Junagadh Agriculture University.**

**Date : 20-12-2009 to 20-01-2010**

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| * **Skill Development :** |

* **Reporting writing**
* **Co-Ordination**
* **Presentation**
* **Management**
* **Research Work**
* **Field Work.**
* **Marketing**

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| * **Reference :** |

1. **Ramsevak Gurjar**

**( Nuziveedu Seeds Ltd)**

**Area Manager (Surendranagar)**

**Contact: 9687637609**

1. **Ramesh Desai**

**(Sulfermil Ltd)**

**Territory incharge(Banaskantha)**

**Contact: 9998804763**

1. **Shaurabh Lohani**

**(Monsanto Ltd)**

**Territory Manager(Rajkot)**

**Contact: 7567844469**

**[Patel Ankitkumar D.]**