

Ajay Pansuriya

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Objective

“I am always curious to learn such things I don't know but which can add value to my life and help me to give my contribution to organization and society “

3+ years of experience driving profitability through strategic growth, leading teams, and quality control. Fiercely competitive in my approach to acquiring a business, and am able to handle complex situations from a strategic and tactical perspective. Presently seeking a suitable leadership position with a market-leading, high-growth company that offers opportunities for advancement into management.

I'm always ready to accept new challenges and looking for an opportunity to make a difference by bringing my enthusiasm and expertise, expand my knowledge and skills at the highest possible level.

Education

MBA: AGRICULTURE BUSINESS MANAGEMENT | 2019

JUNAGADH AGRICULTURAL UNIVERSITY, JUNAGADH, GUJARAT, INDIA

- Major: Agriculture Business

Today world is rapidly changing with business environment and management technology due to globalization. As a result, Agri-Business is transforming structurally into a complex and well-disciplined business. In this competitive and rapidly changing world, every resource, enterprise, organization and every project must be managed professionally in order to survive and prosper.

B.F.SC | 2017

JUNAGADH AGRICULTURAL UNIVERSITY, JUNAGADH, GUJARAT, INDIA

- Major: Fisheries Science

Fisheries Science undertakes basic and applied research in areas of Aquaculture, Fish Processing Technology, Fisheries Resource Management, Aquatic Environment Management, Aquatic Animal Health Management, Fisheries Extension, Economics and Statistics and Fisheries Engineering. Skills & Abilities

Experience

AREA TECHNICAL SALES OFFICER (SURAT, GUJARAT, INDIA)

DEEPAK NEXGEN FOOD AND FEED, VIJAYAWADA, ANDHRA PRADESH | 11-2019 TO 4-2020

SALES & BUSINESS DEVELOPMENT MANAGER (MENDARDA)

NATIONAL AGRI INPUTS | 4- 2020 - PRESENT

Functional skills

- Lead generation, Business development
- Manage a fruitful relationship with clients by satisfying their needs
- Supply chain coordination
- Vendor management
- Market research, Product development
- Logistics and Shipping management
- System building, Team leading
- Analytical & Consultative
- Presentation and Facilitation
- Promotion & Marketing

Key skills and competencies

- Key account management
- Customer satisfaction, Client servicing
- Leadership, Supportive team player
- Problem solving, Critical thinking
- Decision making, Result oriented
- Analytical skills
- Good at Follow ups
- Work priority, Multi-tasking
- Procurement, Negotiation
- Keen & quick learner with an ability to imbibe new technology with ease

Technical skills

- MS Office (Word, Excel, Outlook, PowerPoint, OneNote, Access)
- Google Drive (Docs, Slides, Forms)
- Internet Surfing, Social Media Promotion
- Emailing (Gmail, Email Campaign)

Hobbies

- Travelling
- Photography
- Blog Writing
- Fitness: Exercise & Yoga
- Spirituality

Certifications

2018-03 - Course on Computer Concepts (CCC), All India computer saksharta mission

2017-09 - Sensitization Programme on Agri-Clinic and Agri-Business Center (AC & AB) Scheme on 5th September, 2017 at Junagadh Agricultural University under the National Institute of Agriculture Extension Management (MANAGE), Hyderabad

2017-10 - Survey of Kharif-2017 Groundnut crop under the Indian Oil Seeds and Produce Export Promotion Council (IOPEPC)

Additional Information

Completion of internship training program in Ajeet Seeds Pvt.Ltd. Aurangabad at Amreli District, Gujarat, India.
Date: - 15-03-2019 to 20-04-2019

Project topic name: - "A Bt Cotton Growers Preference for Purchasing and Promotional Activities in Amreli District of Gujarat"

Declaration

I hereby certify that the information provided above is correct to the best of my knowledge & beliefs.

AJAY PANSURIYA