

# Astha Kumari

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## JOB OBJECTIVE

**Proactive and solution-oriented**, with a focus on continuous improvement and innovation, targeting challenging assignments in **Project Management** with an organization of high repute.

## CORE COMPETENCIES

- Project Planning
- Stakeholder Management
- Agile Methodology
- Report Writing
- Risk Assessment
- Resource Allocation
- Team Leadership
- Project Lifecycle
- Timeline Management
- Strategic Planning
- Performance Monitoring
- Conflict Resolution

## EDUCATION

- 2022: Master of Agribusiness Management, SHUATS, CGPA: 7.96/10
- 2020: B.Tech. Agricultural Engineering, SHUATS, CGPA: 6.68/10
- 2016: XII, UP Board, Percentage: 73%
- 2014: X, CBSE, Percentage: 83.6%

## CERTIFICATIONS

- 'Swawlamban Fellow' at LetsEndorse Development Pvt. Ltd. For Mission Swawlamban Project
- 'Fundamentals of Agricultural Extension' by AgMOOCS
- 'Digital Marketing' by Udemy

## SOFT SKILLS

- Problem Solving
- Time Management
- Ability to Work Under Pressure
- Decision Making
- Effective Communication

## INTERNSHIPS

**Business Development Manager Intern | Subha Visha Agri Nutrition Pvt. Ltd., Allahabad | Aug'21 – Oct'21**

### Responsibilities:

- Generated leads and initiated partnerships with potential agribusiness companies, expanding market reach.
- Developed a comprehensive customer relationship management (CRM) system, streamlining communication and improving customer satisfaction rates by 20%.

## PROFILE SUMMARY

- A goal-oriented professional with **nearly 2 years** of valuable experience in managing projects within the agriculture sector.
- Previously worked as Project Manager at the Indian Society of Agribusiness Professionals.
- Directed a team of **8 members** (4 coordinators, 4 community mobilizers), meeting project targets and driving positive change in rural communities.
- Acknowledged for meeting goals, notably empowering **20,000 women farmers** and **5,000 male farmers** over a two-year timeframe.
- Skilled in **delivering training sessions**, improving project capabilities, and nurturing collaborations with government and stakeholders.
- Developed **comprehensive project plans outlining scope**, timeline, resource allocation, and risk management strategies.
- Tracked project progress against milestones and deliverables, implementing corrective actions as necessary.

## WORK EXPERIENCE

**Indian Society of Agribusiness Professionals, Hardoi | Aug'22-Apr'24**  
**Project Manager**

### Responsibilities:

- Analyzed and generated **project reports** on a monthly and weekly basis, showcasing improvements and target achievements.
- Facilitated **weekly meetings with stakeholders** to provide project updates and discuss new project inclusions.
- Implemented **social media strategies**, writing weekly captions in Hindi to engage with the target audience.
- Created and presented comprehensive data sheets and presentations to International Financial Corporation (IFC) delegates, facilitating effective communication and collaboration.
- Skilled in **report writing, delivering baseline reports**, project final reports, and updates for stakeholders, ensuring transparency and accountability.
- Led the creation of a **business plan report** for Farmer Producer Organizations (FPOs) nationwide.

### Highlights:

- Improved **team productivity** by applying agile project management methodologies, resulted in a **15% increase** in project efficiency.
- Contributed to the creation and **support of Self-Help Groups** (SHGs), empowering local communities & promoting social inclusion.
- Formed strong partnerships with **DCM Sriram Pvt Ltd. & IFC World Bank**, implementing sustainable initiatives & fostering economic growth.
- Successfully managed **multiple CSR projects**, leading to sustainable development and community empowerment.
- Ensured alignment with project objectives and stakeholder expectations.
- Optimized resource allocation and utilization to ensure efficient project execution.

**Responsibilities:**

- Assisted in managing social media accounts and engaging with online communities to boost brand awareness.
- Collaborated with the design team to develop visually appealing marketing collateral.

## PROJECTS

- Conducted a research project titled "**A Study on Marketing of Mushroom 'Button Mushroom'**" in Jaipur District of Rajasthan," delivering valuable insights for market development.
- Directed a project on "**Field Testing of Aeroblast Sprayer**," aiding in the assessment and improvement of agricultural spraying technology.
- Initiated and managed a community outreach project to promote sustainable farming practices, achieved a **25% increase** in adoption rates among local farmers.

## TRAININGS

- Attended Central Farm Machinery Training and Testing Institute, Budni, MP: Proficient in operation, maintenance, and repair of agricultural machinery and tractors. Acquired hands-on experience in tractor testing activities and procedures.
- Completed additional coursework in Project Management Fundamentals, further enhancing project management skills and techniques.

## PERSONAL DETAILS

- **Languages Known:** English, Hindi
- **Date of Birth:** 21<sup>st</sup> April 1999
- **Address:** Kendra Vihar Colony, Sector 51, 201301 Noida.