

# Vikas panwar .

MBA Graduate in Marketing and Agri-Business

Effective Communicator shrewd in product marketing.



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## EDUCATION

### MBA (AgriBusiness)

Lovely Professional University

2018 - 2020

7.05

### B.Sc Agri(Hons)

Lovely Professional Univeristy, Phagwara

2014 - 2018

6.57

## WORK EXPERIENCE

### Relationship Manager

HDFC Bank

03/2023 - 06/2024

Jind

My responsibility is to understand customers business profile/requirements and fulfill their needs that includes KGC, Trade finance, Cash management services, Secured and Unsecured Loans, Life/General insurance.

### Sales Representative

Geolife agritech India pvt. ltd.

01/2022 - 02/2023

Bhiwani Haryana

My responsibility is giving information to my dealers and to my distributors. And i also attend meetings with farmers to explain the company products.

### Sales Exicutive

Skylark Feed Pvt.Ltd

02/2021 - 12/2021

y point of my responsibility was to establish contact between an organisation and its clients which are mostly farmers. It involves me to approach them on field,answering queries,offering advice and introduction new poltry feed products,demonstrating and presenting products, establishing new business and maintaing accurate records.

### RISQ development officer

SYNGENTA(Internship)

11/2020 - 01/2021

Jind,Haryana

Field visit in rural areas, explain farmers the benefits of Agro products of Syngenta, Collecting samples of unwanted plants and doing research to mitigate the damage, and also to find the ways to improve the productivity of land.

### Marketing Team Member

Moti Insecticide Pvt. Ltd(Internship)

Jind,Haryana

Marketing of products of Moti insecticides and also manaing the logistics of productcs .

## SKILLS

Sales and Marketing

Effective Communication

Team management

Agriculture Research

leadership

## PERSONAL PROJECTS

### RAWE Project (2018)

- Worked as the team leader in RAWE Project. in Paddy crop , Jalandhar 2018.

### Effect on Inorganic and organic fertilizers on Radish Corp (2017)

- The response of radish plants to organics materials and inorganic fertilizers under sandy soil conditions was investigated. A pot experiment was conducted in the greenhouse at the Faculty of Agriculture in Lovely Professional University during B.Sc. Agriculture.

### Adoption and use of e-commerce in SME

- Studied about farmers who trust on E-commerce site and if yes why and if not why. A project during my MBA.

Worked in Rallies India Limited for four months.

Live Project done in M.B.A ( Selling of Bikaner product) (2019)

## CERTIFICATES

Participation Certificate in Rugby at "Khelo India"2020.

Participation Certificate in Rugby at AIU 2018. (2018)

Participation Certificate in International Amateur American Football League2019. (2019)

Participation Certificate in Tug Of War at AIU 2019.

## LANGUAGES

Hindi

Full Professional Proficiency

English

Full Professional Proficiency

Punjabi

Full Professional Proficiency

## INTERESTS

Rugby

American Football

Agri-Research

Agri-Marketing

Sales