**RESUME**

**PAWAR VENKAT AMBADAS**

**Flat No.406, Shraddha Heights**

**Trikoni Bungalow Road,**

**Siddheswar Nagar, Hirawadi**

**Nashik. Maharashtra.**

**M: 9850072830.**

Hard work with intelligent attitude is the key to achieve success. This is the guiding principle, which has always given me the desired result. I have always tried to be proactive to the market situation.

**Work Experience : 1.** Currently working in Nirmal Seeds as Product Development Manager Central and North India from 3rd June 2024 to till date.

2. Three and half years in United Genetics India Pvt Ltd as **“Product and Market Development Lead”** for PAN India with headquarter at Nashik from 20th November 2020 to 31st May 2024.

**3.** Twelve year experience in Namdhari Seeds Pvt Ltd as **“Senior Manager Product Development”** for Maharashtra with headquarter at Nashik from 10th September 2008 to 10th November 2020.

4. One Year experience in Great Seed International Pvt. Ltd as **“Area Manager”** at Nasik from 15th October 2007 to 8th September 2008.

5. Five and half years experience in Known You Seed (I) Pvt Ltd as **“Branch Office Director”** & looking after Delhi, Haryana, Punjab and Uttar Pradesh with headquarter at New Delhi from 15th June 2002 to 10th October 2007.

**Job Profile :** As a and Market Development Lead my Job Responsibilities includes-

1. Mapping & follow up of Product Development operations for India
2. Evaluation of new hybrids at field level including pipe lined and existing varieties & simultaneously mapping the vision for R&D
3. Periodical visit and final evaluation of MLT/IHT and it’s consolidation for management decision.
4. Developing products for wider acceptance through campaigning, demonstrations and product fitness.
5. Conducting development trial demonstrations on new hybrids at field level.
6. Actively work with Marketing team & Research team to drive product strategy for the company.
7. Develop and design commercial trial plans (location, numbers, brands, budget etc) across geographies.
8. Create and manage documentation of Product Development and new hybrid evaluation reports for easy implementation of Marketing and R&D team.
9. Performing competitor research and proposing product improvements accordingly.
10. Maintaining good rapport with scientists, extension workers and department authorities.
11. Integrate research and market analysis into product requirements.
12. Preparing attractive and effective product presentations and delivering lectures in dealer and farmer meetings.
13. Train PD team so that they can be knowledge centre for the sales team.
14. Parting of training to marketing staff about agronomy of each crop, conducting farmer meetings etc.
15. Monitoring & supervising Research Farms in all disease hot spots.
16. Educating farmers about new cultivation techniques.
17. Vendors network setup for product procurement.
18. Coordinating Extension Department for designing & preparing advertising materials.
19. Coordination for licensing documentation.

**Date of Joining** **:** 20th November 2020 to till date.

**LinkedIn Profile Link :** www.linkedin.com/in/venkat-pawar-ba347bb3

**Achievement : IN KNOWN YOU SEED (I) PVT LTD**

1. Developed trend of Icebox Segment in North India & subsequently whole India by developing Azadpur Market of New Delhi for this segment.
2. Developed market of Watermelon (Variety: Kiran) & Muskmelon (Variety: Sun) in Delhi market.
3. Successfully setup Delhi Branch Office and started seed sales in New Delhi, Uttar Pradesh, Haryana, Punjab &Rajasthan.
4. Successfully promoted watermelon & muskmelon varieties in Haryana & Punjab.
5. Successfully setup sales channel in North India.

**: IN GREAT SEEDS INTERNATIONAL PVT LTD**

1. Developed market for Bitter Gourd & Chilli in Nasik area.

2. Successfully setup sales channel in Nasik area.

3. Successfully solved dealers problems of financial matters with company.

**: IN NAMDHARI SEEDS PVT LTD.**

1. Successfully leaded Product development activities for Maharashtra for 6 years. During this period I have selected and successfully promoted Tomato- NS 1068, Watermelon- Joy, Parthenocarpic Cucumbers- NS 46 (Light green) & KUK-9 (Dark green), cabbage-1034 & Hot pepper- Goli.
2. Created market for Parthenocarpic cucumber NS 46 (Light green) in Buldhana by conducting series of farmer night meetings, fruit display, fruit tasting activity in market & field visit programs.
3. Promoted Parthenocarpic cucumber KUK-9 in Dhule & Nandurbar by teaching technical knowhow to growers through Power pack presentations.
4. Successfully monitored Nashik R&D.
5. Guided Rajasthan, Telangana & Andhra Pradesh’s marketing staff for product evaluation & promotion.
6. Increased Icebox H 20 sales in Dhule & Nandurbar through farmer meetings & field demonstrations. Maximum farmers are following my cultivation schedule for watermelon & getting good yields in fusarium wilt prone areas.
7. Developed Tomato variety NS 629 by adopting appropriate agronomical practices.
8. Successfully setup Nashik Research Farm.
9. Effectively promoted Polyhouse varieties like Color Capsicum & Parthenocarpic Cucumber & also developed vendors channel for procurement.
10. Successfully evaluated multi location trials of different vegetable & field crops.

**: IN UNITED GENETICS INDIA PVT LTD.**

1. Successfully leading Product development activities for India from last 3 years. During this period I have selected and successfully promoted Hot Pepper- Firefox, Unity, UG 407, Sindhuri, Meher 452 & 21-215, Tomato- Maharani, UG 170 & UG 222, Capsicum- Reshma & Twinkle, Watermelon- Nargis Gold, Cauliflower- Sawan, Cucumber- Nidhi 89, Okra- UG 201 & UG 2168,
2. Successfully set up Hot spot Research stations in Kolkata for BW tolerance in Tomato, Hot pepper & Gourds, Sonipat for Tomato, Cucumber & Varanasi for Hot pepper, Okra & Tomato.
3. Successfully monitoring hot spot stations like Guntur (Hot pepper- red dry) Vijayawada (Okra YVMV tolerance), Nashik (Tomato Saladette), Vyara (Okra ELCV tolerance), Kolkata (BW), Sonipat & Varanasi (Tomato, Cucumber, Hot pepper)
4. Lined up phase wise product life cycle from breeder stock to commercial introduction.
5. Technical training of Sales & PD team.
6. Licensing documentation of states like Maharashtra, MP, AP, GJ & Punjab.

**Strengths** : 1. Confident and Self motivated

2. Keen learner

3. Multilingual with very good Communication skills

4. Good Presentation skills

5. Team coordination on Planning & Execution

6. Good computer proficiency

7. Sound Knowledge of vegetable cultivation techniques.

8. Good experience in agriculture extension and Product Development.

9. Strong farmer, vendor, dealer and nursery owners network.

**Qualification:**

 **Masters Degree** in Horticulture from Marathwada Agriculture University Parbhani with 83.01% (2000-2002)

**Bachelor’s** degree in Horticulture from Marathwada Agriculture University Parbhani with 80.01% (1996-2000)

 **Intermediate** from Mahatma Gandhi Vidyalaya, Ahmadpur, Dist: Latur with 83.33%

 **High School** from Springs High School, Bharatnagar Colony, Hyderabad (A.P) with 78%

**Computer Proficiency:** BASIC, MSWINDOWS, MSOFFICE & MS EXCEL

**Other Activities :**

**1.** Attended the training Program of “Management of Indian Seed Industries” conducted by Jawaharlal Nehru Agriculture University, Jabalpur, Madhya Pradesh in August 2004.

2. Attended training program of "Greenhouse Manager Training" conducted by Center of Excellence for Vegetables, Krishi Vigyan Kendra, Baramati in August 2020.

**Languages Known:** English, Marathi, Hindi & Telugu.

**Hobbies :** Listening to music & Traveling

**Publication:** My article **“Polyhouse cultivation of Namdhari Seeds Capsicum hybrids”** is published in India’s leading Protected cultivation Magazine **“New Age Protected Cultivation 2017”.** Chief Editor of this Magazine is Padmashri Dr.Brahma Singh.

**Personal:**

**Father’s Name :** Mr. Ambadas Pawar

**Date of Birth :** 25th Nov 1978

**Sex :** Male

**Marital Status :** Married

**Permanent Address :** At: Dhaswadi Post: Khandali

Tal: Ahmadpur Dist: Latur

MAHARASTRA-413515

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

[venkat\_pawar@yahoo.com](mailto:venkat_pawar@yahoo.com)

**Date: 6th September 2024 Signature:**

**Place: Nashik Venkat Pawar**