**Vikas S Deshmukh**

Mobile: 9890340289

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Seeking assignments in **Market Research, Business Development and Marketing,** with an organization of high repute.

**SUMMARY**

* A result oriented professional with **5 year** of experience in:

**Market Research, Business Development and Sales**

* Ability to handle multiple products at a time
* Worked in all major Products like Weedicides, Pesticides & Insecticides
* Distinction of handling assignments related to Competition analysis, Market potential, Developing business strategies, Lead generation, Identifying new opportunities for business
* Proficient at maintaining cordial relationship with customers and ensuring quality & service norms to achieve customer satisfaction & business retention
* An effective communicator & team leader with strong analytical, problem solving & organizational abilities.

**ORGANIZATIONAL EXPERIENCE**

**02 March 2020 to 31 July 2020**

 **Safex Chemicals india Ltd. As a Senior Sales officer( Sangli And Kolhapur)**

**Role:-**

* Appointing new Dealers and Distributors, renewals of dealer agreements as per procedure.
* Handling and resolution of customer complaints as per specified procedure.
* Collecting Sales order from the concern Channel partners.
* Follow up for sales Collections from the concern Channel partners.

**01Sept 2018 to 10 Feb 2020**

 **Krishi Rasayan Export Pvt. Ltd as Sales officer. (Kolhapur and Sangli)**

**Role:**

* Collecting Sales order from the concern Channel partners.
* Follow up for sales Collections from the concern Channel partners.
* Appointing new Dealers and Distributors, renewals of dealer agreements as per procedure.
* Handling and resolution of customer complaints as per specified procedure.
* Coordinating with the Marketing Team for demand generation.
* Improving channel partners quality and productivity through product scheme, product training, and promotion campaigns.

**1 Aug 2014’ to 31 Aug 2018**,

 **Dhanuka Agritech Limited as Business Development Officer. (Satara)**

**Role:**

* To plan & execute a Developmental research to words for Related Product to its completion including Farmer meets, data analysis & report submission.
* As Per organizational Expectation to take a demonstration in right manner also observations & organize field day in particular field.
* Taking a thorough approach to market research by collecting primary information & clubbing it with secondary information to provide strategic and developmental inputs to clients
* Meeting with farmer, sugar mill officials to understand the scope of product & planning the progress for to words success.
* Understanding industry growths and applying them to forecast the market
* Coordinating with team members to help them understand the scope of study, data gathering & successful completion of research assignment
* Coordinating and managing field work to take a firsthand understanding of the project and collecting useful data for the study.
* Conducting competitive analysis to identify key differentiators and making executable recommendations
* Analyzing and presenting quantitative and qualitative data in a simple way to provide strategic insight to the customer into the areas of business.

**ACHIVEMENTS and AWARD**

* Ability to handle multiple product at a time.
* Achieve excellence award 2nd prize in India in the Year of 2016-2017.
* Achieve excellence award 1st pricein the western zone Year of 2017-2018.

**EDUCATION**

* B.Sc. - Agriculture from Sharadchandraji Pawar College of Agriculture, Kharwate- Dahiwali, Chiplun, Ratnagiri **With 69.40 %.**

* MS-CIT 88 %.

**IT SKILLS**

* Well versed with Windows, MS Office, Data Analysis and Internet Applications

**PERSONAL DETAILS**

## Name :- Vikas S Deshmukh

## Nationality :- Indian

## Date of Birth :- 28 May 1989

Languages Known: - English, Hindi, Marathi.

Hobbies: - Riding books, watching Movies