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FALCON ID # 42399

Telecommunication / Manager

Residential Country : India Nationality : India
Resume Title : Manager Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Pg Diploma		0000	Not Mention

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Manager	Reputed Company	India	03/2008	/
Manager ? Marketing	Nddb	India	04/2003	02/2008
Deputy Manager ? Marketing	Jalgaon Dairy Co- Operative Milk Union	India	06/1999	03/2003

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Work History

1. Manager with the National Dairy Development Board (NDDDB), posted at Anand since March 2008. Actively involved in the processes of launching a producer company (subsidiary of NDDDB)

for procurement and marketing of liquid milk. Designing to handling a turnover of over Rs. 1200 crores by 2010-11.

Team Size - 20

Achievement: In the short duration nature of organisational culture, values, market relationship has been worked out.

2. While posted at NDDB - Mumbai from April 2006 to February 2008 as Manager – Marketing, I co-ordinated with 26 various cooperative dairies of Maharashtra, Madhya Pradesh and Goa.

Team Size - 10

Achievement: Increased the combined turnover of these 26 cooperative dairies by more than Rs 120 crores.

3. During my posting at NDDB - Bhopal from April 2003 to March 2006 as Deputy Manager – Marketing, I guided the co-operative dairies of Bhopal, Indore, Gwalior, Jabalpur, and Ujjain in their marketing and sales activities.

Team Size - 5

Achievement: Increased the combined turnover of these five cooperative dairies by Rs 40 crores.

4. From June 1999 to March 2003, I was deputed to Jalgaon Dairy Co-operative Milk Union, Jalgaon from NDDB, as Deputy Manager – Marketing. I looked after both the liquid milk and product section of the dairy and was handling turnover of over Rs 50 crores per annum.

Team Size - 42

Achievement: Increased turnover by Rs 4 crores in 2000-2001, to Rs 6 crores in 2001-2002 and to Rs 8 crores in 2002-2003.

5. During 1997 to 1999, I was deputed to Kota Dairy Co-operative Milk Union, Kota from NDDB, as Deputy Manager – Marketing. I headed the liquid milk section, and was handling turnover of Rs 10 crores per annum

Team size – 7

Achievement: Improved turnover by more than Rs 5 crores in two years from 1997- 1998 to 1998-1999.

6. Worked with International Development Enterprise (IDE) from 1996-1997 as District Manager. IDE is an NGO working in the up-liftment of rural economy through marketing of low cost irrigation systems to small and marginal farmers.

Team Size: 5

Achievement: Crossed the sales targets of 600 pumps during the year 1996 - 1997

Qualifications

Post Graduate Diploma in Rural Management, May 1996 Institute Of Rural Management, Anand, Gujarat (IRMA)

Bachelor of Science (Agricultural) May 1993 Institute of Agricultural Sciences, Beneras Hindu University

Additional Information :

