

OBJECTIVE

A focused professional, targeting assignments in **Agri-Business Development & Marketing** with a growth-oriented organization of high repute.

CONTACT



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India



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EDUCATION



PGDAWM (Warehousing Management) | National Institute of Agriculture Extension-Hyderabad | 2023-24



MBA (Agri-Business & Marketing) | Dr. D.Y. Patil Vidyapeeth - Pune | 2021-23



B.Sc. Agriculture | Vasantao Naik Marathwada Krishi Vidyapeeth – Parbhani | 2017-21

CORE COMPETENCIES

Agri-Commodity Procurement

Tender Management (WFP & NGOs)

Sales & Marketing

Costing & Budgeting

Production & Warehouse Management

Quality Analysis & Process Optimization

Supplier Relationship Management

Export/Import Operations & Documentation.

Market Research & Demand Analysis

Strategic Business Planning & Budget Management

Supplier Negotiation

CERTIFICATIONS



Go-To-Market Strategy (GTM) and Sales Professionals.



Project Management Foundations- Project Management Institute.



Marketing Innovative Products and Services - University System of Maryland.



Online Advertising & social media- University System of Maryland.




Understanding Agribusiness, Value Chains and Consumers in Global Food System - The University of Adelaide


PROJECTS



Rural Agricultural Work Experience (RAW)
Collaborated with farm families to identify challenges and utilize various extension tools to introduce & implement the latest agricultural technologies.



Successfully organized a **Mango Festival**, generated a turnover of several lakh INR; gained hands-on experience in procurement, logistics, sales and marketing, distribution channels, customer identification, & gathering feedback.



Conducted **Market Research** on Syngenta India Ltd.'s marketing strategy and analyzed its impact on farmers' purchasing behavior.

PERSONAL DETAILS

Date of Birth


: 20th September 1998

Languages Known


: English, Hindi

NILESH BUDHA BHOI


PROFILE SUMMARY




Agribusiness professional with nearly 2 years of experience in the Agri-Commodity Trading Industry, Focusing on Procurement operations, Sales and marketing, Quality Analysis, Stakeholder Management, Export documentation, and Logistics for Agri commodities.




Leading procurement operations at Export Trading Group, up-to-date on international/Local market activities & Ensured adherence to procurement standards, driving enhanced operational efficiency.



Attaining notable accomplishments in tender management for the WFP and NGOs, optimizing the bidding process and ensuring adherence to procurement standards, which led to improved operational efficiency.



Showcasing leadership skills by promoting collaboration among diverse teams and external partners to advance strategic initiatives and fulfill organizational objectives.



Knowledge in Agri commodity, Warehousing, production, supply chain management, and logistics, facilitating the seamless coordination of procurement and distribution activities to satisfy market requirements.

WORK EXPERIENCE

Export Trading Group | Procurement Operations Manager (Uganda/Tanzania) | Apr’24 - Present

Role:



Handle all Procurement and business development operations of Agri commodities, like maize, sesame, groundnuts, cocoa, coffee, and other raw materials, during the harvest season.



Managing factory production and warehouse operations, driving efficiency improvements, and maintaining high standards of operational performance.



Relationship Building & Procurement Management with farmers, brokers, millers, exporters, cooperatives, and traders while overseeing the procurement of agricultural commodities.



Coordinate the end-to-end production process, from raw material handling to finished product packaging for export, ensuring compliance with quality standards and optimizing production schedules to meet market demand while reducing waste.



Administering costing, budgeting, payment approvals, and strategic business planning, while engaging with millers and crushers to support sales and marketing activities.



Developing Standard Operating Procedures (SOPs) and cost management strategies, enhancing operational flow, and ensuring better budget control.



Manage local distribution networks, coordinate with logistics partners for timely deliveries, and develop strategies to expand market reach and improve delivery efficiency.



Managed export operations and documentation to ensure compliance with international trade regulations and efficient shipment processes.

Export Trading Group | Management Trainee (Cameroon/Mozambique) | March’23 – Apr’24

Role:



Managing sales and marketing for the rice commodity, including overseeing an additional quota allocated through the Cameroon Government, and leading market expansion.



Supervised the procurement of Coffee and Cocoa, quality assurance, warehouse management, and efficient stock handling and Export Documentation.



Conducted market research, analyzed supply and demand trends, and developed cost-effective budgeting strategies to optimize financial performance.



Supervise the port bagging operation for fertilizer and ensured timely execution without incurring demurrage fees.



Supervised warehousing activities, including inventory management, stock audits, and loading/unloading operations; export/import documentation and tracked shipments to ensure on-time and accurate delivery.



Administered the processing, quality control, and packaging of Groundnut and Sesame commodities, ensuring adherence to high-quality standards.

INTERNSHIP

Syngenta India Ltd. | Management Intern (Nashik, MH, India) | Jun’22 – Aug’22

Role:



Conducted field visits to farms and agrochemical retail outlets to engage with farmers and understand their needs.



Delivered effective product demonstrations and showcased the benefits and features of Syngenta’s offerings.



Organized large-scale farmer meetings and promoted awareness of Syngenta products.



Executed targeted sales & marketing campaigns to increase product visibility.

Bharat Agri | Sales Executive (Pune, MH, India) | Jan’22 – Mar’22

Role:



Initiated cold calls to farmers, and promoted agricultural technologies, products, and services.



Provided agronomic consulting and advised farmers on cost-effective crop cultivation.



Offered expert guidance on maximizing crop yields while minimizing production costs.