

OBJECTIVE
A focused professional, targeting assignments in Agri-Business Development & Marketing with a growth-oriented organisation of high repute.
CONTACT
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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 Vasantrao Naik Marathwada Krishi Vidyapeeth Parbhani - 2017-21
CORE COMPETENCIES
<div><div></div>Agri-Commodity Procurement</div> <div><div></div>Tender Management (WFP & NGOs)</div> <div><div></div>Sales & Marketing</div> <div><div></div>Costing & Budgeting</div> <div><div></div>Production & Warehouse Management</div> <div><div></div>Quality Analysis & Process Optimization</div> <div><div></div>Supplier Relationship Management</div> <div><div></div>Export/Import Operations & Documentation.</div> <div><div></div>Market Research & Demand Analysis</div> <div><div></div>Strategic Business Planning & Budget Management</div> <div><div></div>Supplier Negotiation</div>
CERTIFICATIONS
<div><div></div>Go-To-Market Strategy (GTM) and Sales Professionals.</div> <div><div></div>Project Management Foundations- Project Management Institute.</div> <div><div></div>Marketing Innovative Products and Services - University System of Maryland.</div> <div><div></div>Online Advertising & social media- University System of Maryland.</div> <div><div></div>Understanding Agribusiness, Value Chains and Consumers in Global Food System - The University of Adelaide</div>
PROJECTS
Rural Agricultural Work Experience (RAWE) 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
<div><div>Date of Birth</div><div>: 20th September 1998</div></div> <div><div>Languages Known</div><div>: English, Hindi, Marathi</div></div>

NILESH BUDHA BHOI	
PROFILE SUMMARY	
Agribusiness professional with nearly 2 years of experience in Agri-Commodity Trading Industry, Focusing on procurement, operations, sales and marketing, Quality Analysis, Stakeholder Management, Export documentation, and Supply chain management for Agri commodities. Leading Trade operations, up-to-date on international/Local market activities, & Ensured adherence to procurement standards, driving enhanced operational efficiency. Tender management for the WFP and NGOs, optimizing the bidding process and ensuring adherence to procurement standards, which led to improved operational efficiency. Knowledge in Agri commodity, Warehousing, production, supply chain management, costing and budgeting. With an educational background in a bachelor’s in Agriculture, MBA in agribusiness management, and a PGDM in Agri Warehouse management.	
WORK EXPERIENCE	
StarAgri	
Trade Manager - Uganda	Mar’25 – Present
Role: <ul style="list-style-type: none">Overseeing the end-to-end movement of Maize, soybean, sesame, and beans, ensuring cost-effective and timely transportation, warehousing, and delivery (both domestic and international).Looking for new markets, building new clients, and developing strategies to expand trading volumes and improve profit margins and revenue generation.Negotiating trade agreements, contracts, and terms with suppliers, buyers, and logistics partners, including incoterms, payment terms, and quality specifications.Monitor East-Africa commodity trends, crop forecasts, and trade policies to inform pricing, procurement, and sales decisions.	
Export Trading Group (ETG)	
Procurement Operations Manager - Uganda/Tanzania	Apr’24 – Jan’25
Role: <ul style="list-style-type: none">Oversee the Procurement of agricultural commodities, like Maize (1800 MT), Sesame (800 MT), Groundnuts (1000 MT), 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.Managed export operations and documentation to ensure compliance with international trade regulations and efficient shipment processes.	
Export Trading Group (ETG)	
Management Trainee - Cameroon/Mozambique	March’23 – Apr’24
Role: <ul style="list-style-type: none">Managing sales and marketing for the Rice (2000 MT), including overseeing an additional quota allocated through the Cameroon Government of 15000 MT, and leading market expansion.Supervised the procurement of Coffee (1500 MT) and Cocoa (1000 MT), 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.Managed the port bagging operation for fertilizer (25000 MT) and ensured timely execution without incurring demurrage fees.Warehousing activities, including inventory management, stock audits, and loading/unloading operations; export/import operation, 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: <ul style="list-style-type: none">Conducted field visits at 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: <ul style="list-style-type: none">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 maximum crop yields while minimizing production costs.	

