

KETAN SARGARA

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Work Experience & Responsibilities

Officer – Sales, Doehler India P. Ltd., Region – Gujarat State [April 2016 to till date]

- Achieving Overall Sales Target (Accounts and Dealers).
- Achieving Overall Sales Target (Business Unit).
- Preparation and Execution of Business Plan.
- Study the various trends of the market and suggesting strategies to the management in compliance with the current market trends.

Sales Executive – Technical, Global Flavours and Ingredients P. Ltd. - Gujarat State

[June 2014 to March 2016]

Handling principle companies accounts like 3M Food Safety Products, Givaudan Flavours, Denisco (Stabilisers, Emulsifiers, and Cultures), Kemin Antioxidants and Antimicrobials.

Handling **key customers** like Dairies (Amul Anand, Amul Mogar Amul Khatraj, Sabar Dairy, Banas Dairy, Sumul Dairy, Sugam Dairy and Mother Dairy), NDDDB, Abbott Healthcare, Hindustan Coca-Cola, Bayer Crop Science, Deepkiran Foods, Mc-Cain Foods, Jinny Marine and Birla Cellulosic.

- Sales forecasting for assigned portfolio,
- Lead generation and conversation for assigned products,
- Technical assistance and awareness to customers regarding the products,
- Maintaining customer relations.

Production Officer - Saraf Foods Ltd., Vadodara

[August 2011 to April 2012]

- Production Planning, Resource Management, Inventory Management, To check routine parameters and To solve online production problems

Education Profile

Examination/Degree	Board/University	Year	Percentage/O.G. P.A.
MBA (International Agri-Business Management)	Anand Agricultural University	2014	6.83
B.E. (Food Processing Technology)	Sardar Patel University	2011	6.34
H.S.C.	G.S.H.S.E.B.	2007	49.20%
S.S.C.	G.S.H.S.E.B.	2005	64.29%

Projects and Training

- Project Training(For MBA): Amul Anand
“The comparative study of AMUL vis-a-vis other brands Ice cream of Nadiad city.”

- Summer Project Training (For MBA): Shubhlabh Agri Input P. Ltd. “Acceptability of CIPC-EC among Farmers, Cold Storages and Processing Industries in selected districts of Gujarat, Uttar Pradesh and West Bengal states”.
- Project Training (For B.E Food Processing Tech.): Shree Vinayak Foods P. Ltd.,Kalol “Product Standardization (Indian Traditional Frozen Foods) Analytical methods for Raw Materials, Packaging materials, Finished products & Plant sanitation”
- Development of New Fruit Juice (Papaya-Bael) in Tech-Fest conducted at ADIT.

Personal Information:

Date of Birth : 28th April 1990

Marital Status: Married

Address : 10, Sunrise Vatika, Opp. Bavisgam Vidhyalaya,
Vallabh Vidhyanagar,
Anand – 388001,
Gujarat

Declaration

I hereby declare that the information is furnished above is true to the best of my knowledge and belief.

Date: 10th August 2018

Place: Anand, Gujarat

Ketan Sargara