

Vaishali Tushar Maind
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Objective TO BE THE LEADER IN AGRIBUSINESS INDUSTRY AND RELEVANT TECHNOLOGY TO ACHIEVE EXCELLENCE IN AGRIBUSINESS INDUSTRY WHILE SERVING THE FARMING COMMUNITY WHO ARE THE INTEGRAL PART OF THE HOLISTIC PROCESS....

Academics

POST GRADUATION:

Master of Business Administration with Specialization in *Agribusiness Management* passed in year 2010 from University of Agricultural Sciences, Dharwad in first class (**83.10%**) with major subjects of Agribusiness Management, Production Management, Consumer Behaviour, Microeconomics, Macroeconomics, International Trade, Managerial Economics, Financial Management, Managerial Accounting, Business Statistics, etc. Received all India rank of 107 in year 2008 in All India Level Junior Research Fellowship Exam conducted by Indian Council of Agricultural Research, New Delhi.

GRADUATION:

Bachelor of Science in *Agribusiness Management* passed in year 2008 from Padmashree Dr. D.Y. Patil College of Agribusiness Management, Akurdi. Affiliated to Mahatma Phule Krishi Vidyapeeth, Rahuri with first class (84.45%) with major subjects of Agribusiness management, Agronomy, Horticulture, Post harvest management, Animal Husbandry, Entomology, Extension, Economics, International Trade, Statistics, Marketing Management, Consumer Behaviour, Grading, Future Trading, Input Management, Project Management, Agriculture Credit etc.

SCHOOLING:

BOARD	INSTITUTION	YEAR	PERCENTAGE
HSC (XII)	G.S.M. Junior College, Pune	2004	71.83%
SSC (X)	Shivaraj Vidya Mandir, Pune	2002	87.20%

Work Experience

- Associated with ITC Ltd. Pune as Programme Officer under Social Investment Division since August 2012.

Company Profile:

ITC Limited is an Indian conglomerate headquartered in Kolkata, West Bengal. Its diversified business includes five segments: Fast Moving Consumer Goods, Hotels, Paperboards & Packaging, Agri Business & Information Technology. Also ITC initiated different social development programmes such as Soil & Moisture conservations, women empowerment, livestock development, primary education, vocational training programme, Sanitation etc.

Job Profile:

- Identification of NGOs and their assessment for empanelment
- Preparation of project proposal and budgets through need assessments
- Implementation of programme through NGO field team and monitoring regularly
- Fulfillment of compliance against physical and financial progress
- Linkages with different agencies for sustainability of programme
- Coordinating for different line departments for convergence
- Planning of events/ programme to project promotions

Special Skill: Negotiations, Planning, Coordination, Community mobilizations, Organizing, Innovations, Leading, Controlling, Team Management, Problem Solving, Risk Management, and Decision Making.

▪ **February 2011-August 2012 – Assistant Business Development Manager**

Company Profile:

Natural Organic Certification Association (NOCA) is Indian Certification Agency based in Pune who got accreditation from APEDA in May 2005 for carrying out Organic Certification Program under NPOP, NOP, BIOSUISSE, JAS, COR and other International Standards.

Job Profile:

- Handling of Enquiry
- Preparation of Indent File
- Preparation Quotation and Contract
- Preparation of Client File
- Up gradation of Client List
- Retention Existing Clients
- Participating in Exhibitions, Conferences for business development

Special Skill: Negotiation, Coordination, Communication, Time Management, Agro. Industry Knowledge, Costumer Understanding, Planning, Organizing, Leading, Controlling, Team Management, Problem Solving, Risk Management, and Decision Making.

▪ **December 2007- July 2008 – E Marketing Executive**

Company Profile:

MONSOON AGRO BIO LTD. is engaged in the processing of and freezing of sweet corn by using the latest technology and processes since last 11 years.

Job Profile:

Worked with Marketing Department for Website Development of Company. Internet Marketing is vital source for targeting client. Played Initial role in development of company's three website by coordinating with technical personnel.

These websites are:

1. www.cornclub.com
2. www.mmapp.in
3. www.coolchain.in

Special Skills: Team Management, Planning, Communication, Technical knowledge about Agro Industry, Organizing, Innovations, Controlling, Decision Making, Risk Management, Budgeting, Customer Understanding and Forecasting.

Computer Skills

- **Operating Systems** : MS-DOS, MS Windows, Linux
 - **Applications** : MS Office, MSTAT, LINGO, SPSS etc.
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Thesis Work

Completed Research Thesis on "Performance of Indian Agricultural Exports among SAARC Countries" in the partial fulfillment of the award degree of M.B.A. in Agribusiness Management during year 2008-10.

Industrial Training

- **30 days** Industrial Training (14th June 2009 to 14th July 2009) in **Mother Dairy Fruits and Vegetables Private Ltd., (Pune)** under Marketing Division.
 - **30 days** Industrial Training (23rd July 2007 to 24th August 2007) in company **Eco Vally Farms & Foods Limited, (Pune)**, under Production Department.
 - **45 days** Industrial Training (25th August, 2007 to 1st October 2007) in **IMT Technologies Limited, (Pune)** under Marketing Department.
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Training / Workshop

- Attended One Day Workshop on “**Food Quality Management & Legal Aspect**” organized by Invent Education Society, Bavdhan, Pune on 6th May 2012.
- Attended Two Day training program in “**Training and Awareness Programme on Commodity Future Markets**” held in University of Agricultural Science, Dharwad on 29 -30th January 2009.
- Completed a short-term training program in “**International Trade**” organized by Maratha Chamber of Commerce, Industries and Agriculture, Pune from 19 May to 19 August 2008.
- Attended the “**One Day Workshop on Biodiesel Production and Its Economics**” organized by Baramati Krishi Vigyan Kendra & NABARD in 2007.

Paper Presentation / Seminar Participation

International

- Presented Paper entitled “***Direction of Trade of Major Indian Agricultural Commodity among SAARC Countries***” in International Seminar on Agricultural Marketing in the Context of Changing Global Economic Order, held at Mysore on 25-26th March, 2011.

National

- Presented Paper entitled “***Market Research – A Case study of Mother Dairy in Pune Region***” in National Seminar on Changing Ethos of Agribusiness Management and Education, held at Mysore on 20-21st March, 2010.
- Presented Paper entitled “***A Profitability Analysis of Household products produced in Dharwad***” in National Seminar on A Road Map to Emerging Trends in Food Processing and Marketing, held at PAJANCOA, Karaikal on 17-18th September, 2009.
- Participated in National Symposium on “**Integrated Approaches – in the Sustainable Management of Plant Diseases**” organized by University of Agricultural Sciences, Dharwad and Indian Society of Mycology and Plant Pathology, Zonal Meet (South) on 9-10th October, 2009.
- Participated in National Work Shop on “**Current trends and future prospects in Production and export of spice crops with special reference to Chillies**” held in University of Agricultural Science, Dharwad on February 27- 28, 2009.
- Presented Two Paper entitled “***Factors influenced and problems faced in Contract and Non-Contract Farming in Poultry – A Factor and Cluster Analysis Approach***” and “***Comparative Study of Seed Production through Contract Farming***” in National Seminar on Contract Farming, held at Mysore on February 20-21, 2009.
- Participated in First Annual Conference of the Indian Society of Agri-Business Management on “Emerging Trends in Agri-Business Management” held at University of Agricultural Sciences, Bangalore on 25-27 September, 2008.

Other

- Presented a seminar on “***Emerging Taxation Policies on goods and services***” and “***Role Models in Agribusiness Sector***” in the partial fulfillment of the award degree of M.B.A. in Agribusiness Management.
- Attended Seminar “**Commodity Trading and Opportunities**” organized by Pad. Dr. D. Y. Patil College of Agriculture Business Management, Akurdi in 2008.

Articles/Paper Published

- Published Full Paper entitled “***Direction of Trade of Major Indian Agricultural Commodity among SAARC Countries***” in International Journal entitled *Agriculture Update* in May 2011 edition.
 - Coauthor of two full Paper entitled “***Factors influenced and problems faced in Contract and Non-Contract Farming in Poultry – A Factor and Cluster Analysis Approach***” and “***Comparative Study of Seed Production through Contract Farming***” in published the book “***Contract Farming in India***” edited by Dr. M. Devaraj and Anurag Bhatnagar published by Excel Publishing, New Delhi.
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Awards/Prizes

National

- Won **First Prize** for *Best Case Study Presentation* entitled “**Efficiency of Supply Chain Management in Vegetable- Bangalore**” in National Level Case Study Competition held at CFTRI, Mysore in Dec 2008.
- Won **Second Prize** for *Best Business Innovative Idea Presentation* for “Camel Milk Dairy Unit in National Level Innovative Business Idea Competition organized by Association of Food Scientist and Technologies (India) and AFMI, held at CFTRI, Mysore 2008.
- Won **First Prize** for *Paper Presentation* entitled “**Role of Supply Chain Management in ensuring Food Security in the country**” in National Level Paper Presentation Competition held in CONOSCENZA 08 organized by Department of Agricultural and Rural Management, TNAU, Coimbatore on 19-20th November, 2008.

State

- Participated and Presented State Level Paper Presentation on “**Role of Information Technology in Agriculture**” in Krishi Ulhas 2007 held in 8-9th March, 2007 organized by Dr. Ulhas Patil College of Agricultural Engineering & Technology, Jalgaon.
- **Second Rank** in State level Shri Dnaneshwari Pathyakram Pariksha organized by Sant Seva Sangh, Pune held during 2000.

Other

- **University Merit Scholarship** awarded by University of Agricultural Sciences, Dharwad for the period 2008-09 for Meritorious Performance.
- **Certificate of Merit** awarded by Telco Karmachari Sahakari Patpedhi Ltd., for Meritorious Performance during SSC held at Pune on June 29, 2002.

Volunteer Experience

- Participated as a volunteer in Trade Fairs such as KISAN, AGROWON, etc. (2005 to 2008)

Hobbies and Activities

- Reading, Travelling, etc.

Area of Interest

- International Marketing
- Market Research

Personal Information

- Date of Birth: 20 May 1986
- Marital Status: Married
- Nationality: Indian
- Father's Name: **Mr. Balasaheb Mahadeo Mhaske**
- Husband's Name : **Mr. Tushar Ramdas Maind**

SUMMARY

Interacting with different people and environments has strengthened in me the qualities of understanding new people and to work in any kind of situations. My strengths are patience, confidence, tenacity, integrity and ability to absorb technology faster.

Vaishali

(VAISHALI T. MAIND)