

Nilesh Dehariya

Sr. Engineer

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Innovative, task driven agri professional with two years experience in sales & marketing, Business development, market research and project planing. Equipped with a record of success in consistently identifying market opportunities, formulating business development strategies and sales planning. I have confidence in my ability to achieve the results.



Skills

- Coordinate teamwork and Leadership development
- Project planning, execution and management
- Strategic thinking and decision-making
- Business Development, Strategy and Planning
- Interaction with farmers and end user customer
- Sales and Marketing
- Market Research
- Agriculture farm Management



Work History

Mar 2021 - Sr. Engineer

Current

VST Tillers Tractors Ltd, Bangalore, Karnataka

- To do market research, collect data for analyses and develop strategic plan which might lead to sales, parts and service growth opportunities.
- To do market research on competitor to identify threats and opportunities to meet the long term as well as short term goals to provide profit to the company.
- To implement innovative marketing and sales planning initiatives in conjunction with the DDM and marketing dept.
- To take initiatives i.e., dealer and customer surveys, sales meetings, follow up and identifying unique selling points..
- Identify the need for new product development and existing product improvements, working in conjunction with R&D.

**Nov 2020 -
Feb 2021**

Sr. Engineer

VST Tillers Tractors Lit, Indore, Madhya Pradesh

- Identify marketing opportunities and formulate fruitful business development strategies to ensure long-term success.
- Ensuring expansion of dealer network to increase the product reach for improved market share and drives primary sales in the assigned territory to achieve the sales target.
- Conduct market surveys, customer meets, RTO data analysis to identify target customers.
- Organize sales activities, motivate the dealer and salesman through training, introduction of incentive schemes & ensure reduced outstanding & better collections from the dealer.
- Interacting with the end customers & attend to customer complaint.
- Liaison with banks & financial institutions for supporting dealers and customers.



Oct 2019 -
Oct 2020

SWC Coordinator

Ambuja Cement Foundation, Ambikapur, Chhattisgarh

- Develop, implement, monitor, and document soil water conservation strategies.
- Update soil water conservation plans regularly on progress and management strategies.
- Prepare monthly and annual progress reports on prairie status of natural resource management activities.
- Design and make estimate of watershed management structures like check dam, Gabion Structure, Farm pond etc.
- Works collaboratively with HR, Agriculture Volunteer, SHG Volunteer and farmer to identify work scopes for planning of NRM activity and projects.



Dec 2019 -
Mar 2020

Member

IIT Kharagpur, Kharagpur, West Bengal

- Develop innovative theme for Garden Development to inter hall garden competition at IIT Kharagpur.
- Involved in the planning and execution of garden development of MMM hall IIT Kharagpur.
- Facilitated the coloring flower of different variety & species and other necessary tools for garden development.
- Distribution of different task to labor for completion of work in a given time duration.



Jul 2018 -
Mar 2019

Executive

Gopali Youth Welfare Society, Kharagpur, West Bengal

- Managed Team member of the work going under Prayas Greenovation Project and Skill Development project.
- Spread awareness about new and low-cost technologies among framers and also train them through PFDC center at IIT Kharagpur.
- Facilitated the necessary tools, purchasing of seeds and other necessary tools according to project requirement.
- Involved in the planning and execution for the mass mango plantation in 2-acre land.
- Planning and execution of garden development and season-wise crop for 1500 m2 area near JVM School.



Education

Jul 2017 -
May 2019

M.Tech: Agricultural Systems And Management

IIT Kharagpur - Kharagpur

GPA: 7.67 / 10

Thesis: Extraction and characterization of essential oil of garlic.

It's a post-harvest management project. Being a second largest producer of garlic, India maintains surplus yield most of the time. Due to Insufficient industrial processing or storage unit it is necessary to understand and utilize this surplus yield in terms of value addition and income generation. For any agriculture product it is important to diversify its utility forms. Keeping this in mind it is justified that garlic oil will be the most valuable form of utility to achieve our objectives.



Aug 2013 -
Jun 2017

Agricultural Engineering

MGCGVV University - Satna

GPA: 7.2 / 10

Thesis: Preparation of Master Plan for Dubri Nala (Milli-watershed Management Project)

- To Calculate the Area of Watershed
- Alternate Land Use Management

- To Prepare the Master Plan of Watershed

Jul 2011 -

May 2013

Higher Secondary School Certificate: Science Education

Govt. H S School Kundali Kalan - Chhindwara

GPA: 78.60

Jul 2010 -

May 2011

High School Certificate

Govt. H S School Kundali Kalan - Chhindwara

GPA: 83.50



Training

NRFMTTI (Hisar Haryana)- Study, selection, operation, maintenance, troubleshooting & repair of tractor & agriculture implements, I.C. Engine irrigation pumps, Plant Protection Equipment, Straw & Grain combine harvesters, Field practice on tractor Operation with different matching implements from 04-07-2016 to 29-07-2016.



Accomplishments

- GATE qualified in 2017
- JRF qualified in 2017
- STATE- Awarded State Level Inspire Award Science Exhibition in 2010
- DIST- Awarded District Level Inspire Award Science Exhibition in 2010



Publication

- Dehariya, Nilesh, Proshanta Guha, and Rakesh Kumar Gupta. "Extraction and characterization of essential oil of garlic (*Allium sativa* L.)." *IJCS* 9.1 (2021): 1455-1459.
- Gupta, R. K., Kumar, V., Singh, P. K., Danish, M., & Dehariya, N. (2020). Impact of Minimum Support Price on Agricultural Production in Western India. *Int. J. Curr. Microbiol. App. Sci*, 9(6), 2291-2303.



Certifications

- Apr 2020** The Introduction to Supply Chain Management learnt from Alison .
- Apr 2020** The Fundamentals of Digital Marketing learnt from Google Digital Garage
- May 2020** Advance Excel learnt from Tata Steel learning
- Apr 2020** Business Communication Skills learnt from Udemy



Extra Curricular Activities

- Participated in district level NSS camp in 2010 on Global Handwashing.
- Participated in Singing at college & school in cultural program.
- Participated in Chair Race and Three-Legged Race at school.



Address

Permanent- S/o Heeralal Dehariya, Maniya Khapa Post Kundali Kalan Dist Chhindwara 480001 (M.P.)

Current- Ideal Industries Site No. 19 Garudacharpalaya Mahadevapura 560048 Bengaluru



Declaration

I certify that all information given is true and correct to the best of my knowledge and anything found incorrect, my candidature shall be liable for cancellation.