

# Abhilash Dwivedy

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## Professional Objective

Dynamic and result-driven professional with over 10 years of experience in agribusiness, aquaculture, and allied sectors. Demonstrates expertise in sales, marketing, and leadership with a passion for driving sustainable practices and empowering small-scale stakeholders. Seeking a leadership position to leverage innovative strategies and foster impactful change in the seafood and agriculture industries.

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## Key Skills

- Strategic Planning & Execution
  - Sales & Marketing Management
  - Team Leadership & Development
  - Stakeholder Collaboration (Internal & External)
  - Market Trend Analysis
  - Advanced Communication (Verbal & Written)
  - Digital Proficiency: MS Office Suite, CRM Tools
  - Channel Development & Management
  - Expertise in Agrochemicals, Pest & Disease Management
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## Professional Experience

### Chief Growth Officer

Phoenix Marine Exports and Solutions Pvt. Ltd. (Aquapulse) | Bhubaneswar  
Dec 2024 – Present

- Spearheading strategic initiatives to expand market share and enhance sustainable aquaculture practices.
- Collaborating with cross-functional teams to drive sales growth and optimize operational efficiency.
- Leading market campaigns to promote seafood quality and sustainable consumption.

### Regional Business Manager

FMC India Ltd. | Odisha  
Apr 2024 – Nov 2024

- Directed regional sales strategies to achieve targets and foster team excellence.
- Implemented data-driven marketing plans to drive customer engagement.

### Area Business Manager

FMC India Ltd. | Bhubaneswar  
Jun 2023 – Apr 2024

- Managed area sales operations, leading to significant market share growth.
- Developed and executed effective marketing strategies tailored to regional needs.

### Area Marketing Manager

FMC India Ltd. | Bhubaneswar  
Dec 2022 – May 2023

- Oversaw marketing activities, resulting in increased brand awareness and product adoption.
- Coordinated with sales teams to ensure alignment of marketing and sales objectives.

### Regional Commercial Lead

Nurture.farm | Bhubaneswar  
Oct 2022 – Dec 2022

- Built commercial channels and established relationships with key stakeholders.
- Developed strategies to enhance market penetration and customer retention.

### **State Activation Manager**

Bayer CropScience Ltd. | Odisha

Jun 2021 – Oct 2022

- Awarded TPA (Top Performer Award) for exemplary contributions.
- Led state-level marketing initiatives, driving product awareness and sales growth.

### **Territory Business Manager**

Bayer CropScience Ltd. | Odisha

Apr 2019 – May 2021

- Managed territory sales, achieving and exceeding sales targets.
- Developed strong relationships with distributors and customers.

### **Territory Manager**

Syngenta India Ltd. | Odisha

Feb 2016 – Apr 2019

- Recognized as a top salesperson and awarded multiple accolades for performance.
  - Successfully launched new products and expanded market presence.
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## Education

- MBA in Agribusiness Management | Centre for Agri Management, Utkal University, Odisha | 2016
  - B.Sc. Biotechnology | MITS School of Biotechnology, Utkal University, Odisha | 2014
  - Higher Secondary Science | Maharishi College of Natural Law, Odisha | 2011
  - Secondary Education | Venkateswar English Medium School, Odisha | 2009
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## Certifications & Achievements

- Certified in AI and Microsoft Office Apps
  - PGDCA Certification
  - Skill Development in Food Processing (MoFPI & NIFTEM)
  - National Representation in Carrom (3 times)
  - NCC Certificates 'A' and 'B' with 'A' Grades
  - Multiple awards in Chess, Debate, Drawing, and Model Making
  - Bayer CropScience: Nativo Riser Award and Baychamp Winner
  - Syngenta India: Virtako Top Salesperson Award
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## Notable Projects

- Market Potential Analysis  
Sinochem India Pvt. Ltd. | Herbicide Marketing in Gujarat
  - Impact Assessment  
Reliance Foundation | Toll-Free Caller Evaluation
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## Field Expertise

- Agrochemical Sales & Marketing
  - Pest and Disease Management
  - Team Building and Development
  - Rural Market Development
  - Sustainability Advocacy in Agribusiness
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## Personal Information

- Date of Birth: 28th January 1994
  - Marital Status: Married
  - Languages: Fluent in English, Hindi, and Odia
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## Declaration

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

**Abhilash Dwivedy**