



Shaildip Parshuram Wagh

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Date of Birth: 10th July 1974 <https://www.linkedin.com/in/shaildip-wagh-b8909448>
<https://www.facebook.com/shaildip>

MANAGEMENT PROFESSIONAL

Offering an experience of 20+ years in **Plasticulture & Agricultural Farm Equipment Companies**; seeking challenging assignments for career encompassing personal & professional advancement with an organization of repute in **Horticulture /Agriculture/ Plastic / Manufacturing Industry**.

PROFILE

- *Competent and committed Business Development, Sales & Marketing professional with career success of 24+ years in Plasticulture & Agricultural Farm Equipment Companies, which includes working in SSI Units, Startups and MNC's. Handling the key position of Head – Sales & Marketing and in past Business Development Manager, District Manager, after Sale Service, Area Manager, Senior Manager, Factory Manager, Officer- QA, and Senior Plant Engineer.*
- *Strong record of channel development, business development, sales target achievement.*
- *Active committee member of Bureau of Indian Standards (FAD20 & PCD12) for development of standards for Greenhouse & mulch film and also MIDH, NCPAH and various state level committees. Acknowledged team leader, trainer and motivator with fine-tuned analytical and troubleshooting skills & superior communication skills.*

CORE COMPETENCIES:

*Business Development *Sales & Marketing *Training, Talent acquisition *Commercial Operations_*Team Management *Leadership*

CAREER PATH

Essen Multipack Limited, Rajkot

Head – Agribusiness (Sales & Marketing): (Agricultural Plastic films www.essenpoly.com)

Period – 1st Oct 2016 – till date.

M.I.T.R.A Agro Equipment's Private Limited, Nashik

(Formerly known as Kisaan Mobile Mandi Private Limited and now taken over by Mahindra & Mahindra) (Farm Equipment's Company www.mitraweb.in)

Manger – Sales & Marketing (Period – 12th Jan 2015 – 30th September 2016).

RAINBOW IRRIGATION SYSTEM PVT.LTD, Nashik

Business Development Manager

Period – 3rd May 2013 – 9th Jan2015.

(Low cost Drip Irrigation Company www.rainbowirrigation.in)



NETAFIM IRRIGATION INDIA PVT.LTD, Baroda

Period - 2nd June 2011 – 2nd May 2013.

(World No.1 Drip Irrigation Company www.Netafim.com)

Dy. Manager – Business Development / District Manager

Period - 2nd Jun 2011 – 2nd May 2013.



GLOBAL EASY WATER PRODUCTS PVT.LTD, AURANGABAD

Period – 1st Jan 2008 – 30th May 2011.

(KB Brand Low cost Drip Irrigation. The company is supported by equity investment from US based Acumen Fund- www.gewp-india.com)

Senior Manager-Production / Business Development Manager (Exports) / Business Development Manager (Domestic Sales)

Period: 1st Jan.2008 - 30th May 2011



INTERNATIONAL DEVELOPMENT ENTREPRISES (India)

Period -12th March 2007 – 31st Dec.2007

(KB Brand Low cost Drip Irrigation- www.ide-india.org)

Area Manager

Mother company of GLOBAL EASY WATER PRODUCTS PVT.LTD, AURANGABAD



NEWAGE AGRITECH LTD, Pune

Period: 9TH Jan.1996 – 10th Mar.2007

(Drip & Sprinkler Irrigation)

Sr. Plant Engineer to Factory Manager



JAIN IRRIGATION SYSTEMS LTD, Jalgaon

Period: 1st Aug. 1993 – 6th Jan.1996

(Micro Irrigation)

Trainee Engineer to Officer QA



EDUCATIONAL & PROFESSIONAL DEVELOPMENT

Diploma (Mechanical Engineering), 1993 *Govt. Polytechnic, Dhule (Bombay Board); 62.63%

Bachelor of Arts, 2002, YCMOU Nashik, Maharashtra

S.S.C (X), 1990 * J.R. City High School, Dhule (Pune Board); 79.85% (Distinction)

Diploma (TQM & ISO 9000) *NILEM, Chennai; First class

Training (Testing & Manufacturing of Plastic Micro Irrigation Products) *CIPET Ahmadabad

Training (Use of Plastics in Agriculture)

Computer Proficiency: MS – Word, Excel, Power Point, Outlook Express & Internet

Project & Seminar in College

Project Title: Fabrication of Floor Kneading Machine

Duration: Six Month

Languages: Hindi, English, Marathi & Gujarati.

Hobbies: Driving, Traveling & Reading.

Reference: Available on Request.
