

• **CURRICULUM VITAE**

Sunil Chavhan

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EDUCATIONAL QUALIFICATION

PGDM-ABM	2015-17	Vaikunth Mehta National Institute of Cooperative Management (VAMNICOM), Pune(Maharashtra)
B.Sc-Agri	2010-15	University of Agricultural Sciences, Dharwad (Karnataka)
Class XII	2010	Chandrakant Patil Memorial College, Gulbarga(Pre University College), Karnataka
Class X	2008	Nutan Vidyalaya, Gulbarga (Karnataka Secondary Education Board), Karnataka

Professional Experience:

Organization: Terviva India Pvt. Ltd. Maharashtra and Karnataka (October 2023- July 2024)

Designation: Jr. Manager Procurement and Impact

Experience in NTFP (Non-Timber Forest Product) commodity particularly Pongamia and Saal procurement typically involving a mix of fieldwork, market analysis, and understanding sustainable practices. Handling a team of 5 Supervisors and 72 Vendors in my area.

1. Field Experience

- **Harvesting Techniques:** Learning the best practices for harvesting various NTFPs to ensure sustainability and minimize ecological impact.
- **Community Engagement:** Collaborating with local communities to understand traditional harvesting methods and integrating their knowledge into procurement practices.

2. Market Analysis

- **Demand Assessment:** Researching market demand for different NTFPs to align procurement strategies with commercial opportunities.
- **Pricing and Negotiation:** Understanding the pricing structures and engaging in negotiations with suppliers to secure fair and competitive prices.

3. Sustainability Practices

- **Certification Standards:** Familiarity with certification schemes like Fair Trade or organic certification, which can enhance the marketability of NTFPs and ensure ethical sourcing.
- **Impact Assessment:** Evaluating the environmental and social impacts of procurement activities to ensure that they support conservation and community well-being.

4. Regulatory Compliance

- **Legal Requirements:** Navigating local, national, and international regulations concerning the trade and harvest of NTFPs.
- **Documentation and Reporting:** Keeping accurate records of procurement activities to comply with regulations and to provide transparency in operations.

5. Logistics and Supply Chain Management

- **Processing and Handling:** Overseeing the processing of NTFPs to maintain quality and safety standards during handling and transportation.
- **Supply Chain Coordination:** Managing the logistics of moving products from the forest to the market, ensuring efficiency and minimizing delays.

Organization: Reshamandi (May2023-Aug2023)

Designation: Assistant cluster manager (Cotton sourcing)

- Conduct surveys in cotton growing areas and define the problem facing by the farmers, ginning mills and spinning mills.
- Finding new ginning mills for cotton sourcing
- Onboarding cotton farmers, ginneries
- Procurement of raw cotton and bales

Organization: TechnoServe India, (March22 - oct2022)

Project: Bayer Project,

Designation: Senior ASSOCIATE

- Identification of tradeable commodities in Raichur district with the consultation of existing FPCs
- Analysis of quantity of particular commodity on season wise
- Identified Institution buyer for dry chill like MTR, and Red gram for ADM AND local Traders
- Analysis of market by comparing price with different buyers
- Confirm the trade by keeping certain margin which varies from commodity to commodity
- Supporting to our stakeholders for working capital and business loans by approaching NBFCs
- Working on convergence scheme

Organization: Archer Daniel Midland (May 2021-March 2022)**Designation: Officer -Agri produce service division**

- From zero level of establishment at Gulbarga district
- Vendor creation of suppliers
Market analysis of soya bean, Tur and Chan on daily basis
- Opened two ADM procurement centre for direct purchase from farmers crops like Soyabean, Tur, and Chana
- Did MOU with 18 FPCs promoted by Vrutti and Myrada for procurement of commodities
- Finding Dall mills at Gulbarga for tolling purpose , So we can make our own ADM brand
- Logistics arrangements

Organization: TechnoServe India, (November 2018 – May2021)**Project: Saathi local Economic Development Project,****Designation: Associate****Major Roles & Responsibilities:**

- Identifying Commodity buyers in the market and onboarding them for marketing ·
Market linkage for Paddy and Maize sale worth of 4.2 Crores for FPC,

- Organized a Chia organic contract farming with Mother India Company
- Interaction with local traders, farmers and other stakeholders on daily basis
- Ensuring supply of quality materials from farmers and follow up for timely payment
- Working on backward and forward linkage for FPC,
- ·Capacity building of FPC through orientation and meetings of BOD
Reporting, documentation of FPC progress with the organization and BOD ·
Business planning for FPC in short and long run

**Organization: Bihar Rural Livelihoods Promotion Society, JEEVIKA (Govt. of Bihar)
(May 2017- November 2018)**

Designation: Young Professional

Major Roles & Responsibilities:

- · District in charge for designing and implementation of farm livelihood in East Champaran district.
- · Coordination with Supporting Organization for district level value chain interventions.
- · Formation and registration of Producer Company
- · Organized a contract farming with Siddhi Vinayaka Agro Industry in Potato value chain
- · Trader and Market analysis of Potato and Maize
- · Preparation of Procurement Plan in consultation with Techno Serve Team · Liasoning, monitoring, budgeting of farm Livelihood activities
- · Monitoring of governance of Producer Groups and Producer Company.
· Working on Backward and Forward Linkage of Maize Value Chain in East Champaran and West Champaran Districts.
- · Capacity Building and Training of PG members.
- · Working with 1648 farmers for inclusive Potato and Maize Value Chain.

INDUSTRY INTERFACE

<i>SINOCHEM Company India Pvt. Ltd.</i>	Apr 16 – May 16
<p>Title: Market potential and Brand awareness level of lasso.</p> <p>Work Location: Chikkaballapur District, Karnataka.</p> <p>Key Objectives:</p> <ul style="list-style-type: none"> · To find out the profile and percentage of Lasso users. · Status of market size of lasso in study area. · To create awareness among villagers about usages of Lasso. · Perception of Farmers regarding Lasso. 	

<i>RAWE Program (Rural Agriculture Work Experience)</i>	
<p>Title: To provide information to the Farmers about Rice and Maize. Work location: Kittur, Karnataka.</p> <p>Key Objectives:</p> <ul style="list-style-type: none"> · To identify the problems in Farmers cultivated field. · To analyse and evaluate the problem in term of discipline and its intensity. · To find and provide solution to the problem. 	

POSITIONS OF RESPONSIBILITY	
Coordinating Event	<ul style="list-style-type: none"> · Coordinator and Head of Event Management in SPARDHA 16-National Level Event in VAMNICOM. · Coordinator and Head of Event Management in SUTRA 16-Alumni Meet in VAMNICOM.
Cultural committee	<ul style="list-style-type: none"> · Member of cultural committee in VAMNICOM.

AWARDS & ACHIEVEMENTS

Certifications	<ul style="list-style-type: none">· First prize in Theatre event at University level.· Certificate in University Blue in Cultural event.
Competitions	<ul style="list-style-type: none">· Participated in Folk dance and Theatre events at National level, Jabalpur, Madhya Pradesh.
Volunteering	<ul style="list-style-type: none">· Volunteered for Blood Donation Camp, organized by VAMNICOM.

PERSONAL PROFILE

Language Proficiency	English, Hindi, Kannada, Marathi.
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