

# RAJKUMAR RAGHUWANSHI

HEAD PROCUREMENT



+91 9770908356



raj कुमार\_raghuwanshi@yahoo.com



200 Row House, Casa Green Township, TALAWALI  
Chanda, Indore Indore, Madhya Pradesh (453771)

## PROFILE SUMMARY

- Having 23+ Years rich Experience in Agro commodity Trading, Operations & Commodity., Comprehensive understanding of commodity Procurement, Warehousing, P & L, Sell & Supply chain Commercial sense of the business and pricing of Agro-Commodities., In-depth understanding of dry bulk commodity operations and executions., Comfortable and easy to adapt to working in multi-cultural team environment., Effective Planning, Co-ordination & Time Management with High Learning Ability & Analytical Thinking., Leadership & Team Building Skills., Have a good relationship network with Trade Agents, Vendors & As well corporate officials., Exceptional Working Knowledge of Commodity Trading & Procurement with Commercial Acumen.

## EXPERIENCE

### Uma Consumer Products Pvt. Ltd.

- **Designation:** Head Procurement

#### Job Descriptions: -

- Vendor Development for Sourcing of Wheat and Wheat Flours, Besan and Pulses to supply in GT Market as well as Export market., Wheat Sourcing from Government Agencies Like FCI/NAFFED/HAFED/MPSCSC through tender/e-auction as alternate sources for wheat. , Coordination with different MNCs/Finance Agencis for arranging Fund to Purchase Inventory during harvesting for milling in lean season., Government Relationship with Mandi/FCI/NAFFED and Documentations.

### Reliance Retails Ltd. (April,2019 to April,2024)

- **Designation:** Deputy General Manager
- **Achievement:** - 6LT wheat volume handled @2022(4 LT Wheat Procurement for Export and 2LT for Domestic use and trading) and 3LT Corn Volume procurement and handled @2022-23.

### Seshsayi Foods Pvt. Ltd. (10th Oct, 2012 to 28th March,2019)

- **Designation:** Manager Agri-Business

#### Job Descriptions: -

- To develop supplier network for Supply chain management., To develop farmer relationship to grow durum wheat and supply to local factory for Past production.

### Cargill India Pvt. Ltd. (September 2004 to September,2012)

- **Designation:** Commercial Officer

Two years (From August, 2002 to September,2004) research experience as Senior Research Fellowship (Soil Science & Agril. Chemistry) in the Cargill India Pvt. Ltd. Funded Adhoc Project entitled "Evaluation of 13:33:0:15S For Its Efficiency in Soybean-Chickpea Cropping System" at College of Agriculture, Indore campus of JNKVV, Jabalpur (M.P.).

## ACADEMIC QUALIFICATION

Jawaharlal Nehru Krishi Vishwavidyalaya  
(College Of Agriculture Indore)

- M.Sc.(Ag) – Passing year 2001

## QUALITATIVE SKILL

- Computer Operating Skill- MS Word, Excel, PPT, Outlook & SAP.

## SKILL

- Procurement of Agro-Commodities,
- Vender development for Sourcing,
- Agri-Marketing,
- Sales of Agro-Commodities and Customer relationship,
- Crop Analysis,
- Agriculture Extension,
- Liaoning with Govt officials.