

# RAJKUMAR RAGHUWANSHI

## Head Procurement

**Address :** 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.

### SPECIALTIES

- Pleasing personality with excellent communication skills and well networked and known in Industries With personal rapport among all leading Domestic miller, processors and other intermediaries in the community like brokers, clearing and forwarding agents, transporters, warehousing agents etc.
- Hardworking and highly motivated individual who believes in continues improvement and have the ability to work in a competitive and challenging environment with imitative drive and commitment Team leading, Negotiate Rates & Agreement terms with Trade.

### 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.

### 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

**Job Descriptions: -**

- Vendor Development for Sourcing of Wheat and Wheat Flours to supply DCs & PCs., Wheat Sourcing from Government Agencies Like FCI/NAFFED/HAFED/MPSCSC through tender/e-auction as alternate sources for wheat., Warehousing of these commodities.
- Rake handlings and transportation of these commodities., Government Relationship with Mandi/FCI/NAFFED and Documentations.
- Corn Procurement for trading Purpose., Customer Development and customer relationship for Wheat/Corn trading.

**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.

**Seshsai 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.
- Wheat Sourcing from Government Agencies Like FCI/NAFFED/HAFED/MPSCSC through tender/e-auction as alternate sources for wheat
- To assess Crop estimate regarding area, production and varietal share of particular area.

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

**Designation:** Commercial Officer

**Job Descriptions: -**

- Procurement of different commodity like Wheat, Gram and Coarse Grain from MP Origin to Cargill Domestic Customer as well as Export of these commodities.
- Warehousing of these commodities., Rake handlings and transportation of these commodities
- Mandi Liasoning and Mandi Documentation in the M.P & C.G States.
- Procurement of Wheat/Soybean/Gram/Lentils through Saathi Krishi Samadhan Kendra and Got Star Award for best performance.
- Sales of Agri-Input through Saathi Krishi Samadhan Kendra.

- **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.).**