

Name: Gaurav Agarwal

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Located: Mumbai, India

Date of Birth: 20/06/2000



Profile Summary:

Experienced professional adept at successfully leading and implementing diverse projects across multiple industries. Proven track record in retail, sustainable farming, IoT, blockchain, and community engagement. Skilled in team management, strategic planning, and operational efficiency. Strong research and analysis capabilities. Exceptional communication and relationship-building skills. Consistently achieves high levels of customer satisfaction and project success.

Experience:

1) Project Implementation Lead – QU Mart

January 2021 – December 2022

Established and managed retail stores. Skilled in designing, hiring, and leading cross-functional teams to deliver successful projects.

- Established a pilot project for Quanto Agro, creating a new subsidiary called QU Mart to open retail stores.
- Designed and opened two retail stores, procuring materials from FMCG companies and hiring staff to manage day-to-day operations.
- Led sales and marketing efforts, developing and implementing strategies to increase customer acquisition and retention.
- Managed a cross-functional team of 30 people, including store managers, sales representatives, and administrative staff.
- Developed and implemented operational procedures to ensure high levels of customer satisfaction and operational efficiency.
- Conducted market research and analysed sales data to identify opportunities for growth and improvement.
- Collaborated with senior management to develop and implement business plans, ensuring alignment with company goals and objectives.
- Coordinated with suppliers and vendors to ensure timely delivery of products and services, managing budgets and ensuring compliance with financial targets.

2) Research And Development Specialist – QuantoAgro

November 2019 – March 2022

Experienced Research and Development Specialist with a strong background in sustainable farming techniques. Skilled in conducting research, developing strategies, and collaborating with cross-functional teams.

- Conducted research on new techniques and methods for sustainable farming, focusing on improving yields while minimizing environmental impact.
- Coordinated with the marketing team to help them better understand the farming industry, providing insights and recommendations for new products and services.
- Developed techniques for marginal farmers to convert their chemical-induced lands into organic lands, helping to improve soil health and crop productivity.
- Conducted research on the best ways to extract essential oil via steam distillation for lemongrass farming, resulting in higher yield and oil content.
- Developed and implemented strategies to improve operational efficiency and reduce costs across the organization.

- Prepared study materials for employees and farmers, helping to educate and inform stakeholders about best practices in sustainable farming.
- Collaborated with cross-functional teams to develop and implement new products and services that aligned with the company's mission and values.

3) Business Development Executive – Kramaa Pte Ltd

March 2018 - October 2019

Business Development Executive with a background in IoT and blockchain technology.

- Conducted extensive research on the IoT and blockchain industries, identifying key trends, market opportunities, and potential competitors.
- Handled procurement to source and acquire RFID and NFC technology for the company's IoT projects.
- Developed and delivered presentations on the use cases of IoT in various industries, highlighting the benefits of adopting this technology.
- Built strong relationships with key stakeholders, including industry leaders, to drive interest and adoption of IoT technology.
- Collaborated with cross-functional teams to develop and implement strategies that aligned with the company's mission and values.

4) Public Relations Executive – XinFin Organisation

June 2017 – February 2018

Experience in driving CSR initiatives that have a positive impact on local communities.

- Developed and executed CSR initiatives for a project in Karnataka, India, focusing on identifying opportunities where the company could make a positive impact in the local community.
- Coordinated the donation of sewing machines to women in a village, enabling them to start their own businesses and achieve financial independence.
- Facilitated the donation of computers to a private school, providing students with advanced learning opportunities and increasing their access to technology.
- Established strong relationships with key stakeholders, including village leaders, school administrators, and community members, to ensure the success of CSR initiatives.
- Collaborated with cross-functional teams to develop and implement strategies that aligned with the company's mission and values.

5) Project Leader - India's International Movement to Unite Nations

November 2016 – May 2017

Results-oriented project leader with a proven track record of organizing successful Model United Nations (MUN) events from scratch. Experienced in building strong relationships with schools and students to drive participation and engagement. A self-starter who is able to manage teams of volunteers to achieve project goals.

- Successfully organized a MUN from scratch in Punjab, India by calling schools, getting students onboard to participate and managing a team of 40 volunteers.
- Conducted orientations for the organization in Aligarh and Agra to drive interest and participation in MUN events.
- Built and maintained relationships with schools and students to ensure high levels of engagement and participation in MUN events.
- Demonstrated excellent project management skills, including the ability to manage timelines, budgets, and resources effectively.
- Consistently delivered successful MUN events, resulting in high levels of participant satisfaction and repeat business.

Education:

University: Ghanshyamdas Saraf College of Arts & Commerce – India

Degree: Bachelor of Commerce (BCOM) In Financial Accounting & Auditing (2018 – 2021)

CGPA: 7.19/10

Skills in a nutshell:

Research	Innovation	Product Development	Strategy	Ideation	Project Implementation
Marketing	Canva Designs	Event organization	Operational efficiency	Sustainability	Cross-functional team leadership