

ABHISHEK PORWAL

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PROFESSIONAL SUMMARY

Product Development Analyst (Product Management-Spot Market, Business Development, Commodity Trainer focusing on Agro & non-agro Commodities) with 3 + years of experience in diverse industries such as Agro, Warehousing, Procurement, Supply-Chain, IT and retail, with expertise in the areas of Business Development, Market Analysis, Price Movements & Market Research.

SKILL SET :

MARKET ANALYSIS:: COMMODITY RETAIL: : BUSINESS DEVELOPMENT : : PRICE MOVEMENT : : COMMODITY WAREHOUSING & PROCUREMENT : :COMMODITY TRAINER : : TECHNICAL ANALYSIS : : SPOT MARKET : : COMMODITY ARBITRAGE STRATEGIES : : PRODUCT MANAGEMENT : : SUPPLY CHAIN : : RURAL RETAILING FMCG & AGRI-INPUTS

EDUCATION BACKGROUND

2005	MS IT Agriculture (2.2 / 4.0)	Dhirubhai Ambani Institute of Information & Communication Technology, Gandhinagar, Gujrat
2003	M.Sc. Agriculture, Plant Pathology (8.0 / 10.0)	C.S.Azad Univ. of Ag. & Tech., Kanpur
2001	B.Sc. Ag. & A.H. (4.0 / 5.0)	G.B.Pant Univ. of Ag. & Tech., Pantnagar

PROFESSIONAL CERTIFICATIONS

	Certificate	Institute	Marks
1.	Diploma in Commodity Market (DICM)	Welingkar Institute of Management Development and Research, Mumbai	68%
2.	MCX Certified Commodity Professional (MCCP)	Multi Commodity Exchange, Mumbai	66%
3.	Commodity Market Module	National Stock Exchange (NSE)	85%
4.	Financial Market Beginner's Module	National Stock Exchange (NSE)	96%
5.	Capital Market (Dealer Module)	National Stock Exchange (NSE)	81.25%
6.	Derivative Market (Dealer Module)	National Stock Exchange (NSE)	71.25
7.	Securities Market Basic Module	National Stock Exchange (NSE)	78.25%
8.	NSDL-Depository Operations	National Stock Exchange (NSE)	66.50%

TECHNICAL SKILL SET

Languages	C, C++
Client side Scripting	JavaScript, HTML, XHTML, DHTML, CSS
Server side Scripting	CFML, ASP-javascript, Asp-vbscript,
Database	Database Design/Development, MySQL, Oracle, MS Access, MS Excel
Other Tools/Applications	Microsoft Office, Microsoft Outlook, Adobe Photoshop, Adobe Illustrator, Freehand, Macromedia Flash, Macromedia Fireworks, Macromedia Author ware, Macromedia Dream weaver, Photo impact XL, Sound-editing Soft wares such as Sonar, Sound Forge, Wave lab, Finale etc.
Summer Project	http://www.geocities.com/porwalagri

TOTAL WORK EXPERIENCE**3 + years**

Religare Commodities Ltd., (Ranbaxy Group) New Delhi (Oct 06 to Till date 07)

Designation: Product Development Analyst

Area of Work:

- Market Analysis for Agro and Non-Agro Commodities
- Retail Broking & Team Development
- Investment/Diversification Strategy
- Product Management (Cash & Carry Arbitrage & calendar Spread Commodities)
- Commodity Trainer for RCL Management
- Managing C&F agents for RCL

Achievements:

- Successfully managed the KYC (know your Customer) for Commodity Mandies / Spot market traders and Hedgers for Non-agro Commodities including base Metals, Precious Metals & Energy Products.
- Fundamental Tracking of All Base Metals, Precious Metals Energy Products through Bloomberg, Briefing and like wise websites. Finding the impact of international economy on price movements.
- Identified and appointed Clearing & Forwarding Agent (C&F) according to the Territory & commodity for Deliveries related issues
- Successfully Managed market players who are vital to business development and promote Hedgers for concern commodity visiting the Commodity Mandies of Punjab, Delhi, U.P. & Uttranchal
- Successfully initiated activities like seminar on topics like "Investment in Commodities", "Portfolio Diversification", "Hedging a best tool for Futures market" etc.
- Provide solutions to Clients regarding the issues of initial margin, extra margin, and delivery process of MCX, NCDEX & NMCE platform and managing the Risk.

National Bulk Handling Corporation (NBHC), Mumbai: A Company Promoted by Multi Commodity Exchange (MCX) and sister concern of FTIL group (Sept 05 – Sept 06)

Designation: Management Trainee (Business Development-Warehousing)

Area of work:

- Preparation of Market price analysis Outlook reports for active Commodities.
- Godown Mapping & Stack Planning for Agro-Commodities (varies with the Godown size, commodity and the lot size), for C Tur, Urd, Guar seed & Lentil (Masoor)
- Identification of suitable Godown along with the Business Development Team on the basis of physical location and Profitability Criteria
- Physical verification of the commodity in the Godown
- Application of LIFO system for commodities
- Prepared report on Procurement, Adat/Mandi Taxes & Sales tax issues for Unjha Mandi for commodities like Jeera, Esabgol, and Sesame seed.
- Safeguarding of the commodity in the Godown
- Tallying ISIN (Electronic holding of Physical) wise balance of Commodities.
- Auditing for DRC (Documents, registers and collections) and QQS (Quality, Quantity and Safety)

Location: Mumbai

SUMMER INTERNSHIP: 8 Months

• May'05 – Aug'05 Industrial Project at ITC IBD Lucknow (U.P.)

Project Title: Retail Census of villages in Central Uttar Pradesh

- Categorization of **72 Choupals under 6 Hubs** for their Actual SPR and finding the expected Sales Potential of ITC as well as Non-ITC products to better maintain the Supply Chain
- Outlet survey for area profiling and demand identification
- Area mapping indicating the location of the grocery, gumti & Pan Outlets
- Visual merchandising on eye spot – buy spot rule
- Tracking of Whole sale prices at main Mandi and retail prices
- Application of FIFO principle to outlets
- Supply Chain management from the Sanyojak/Franchisee to Retail Outlet
- Finding Consumer preference for different SKUs
- Organizing Choupal Days in coordination with the Area sales manager
- **MIS** handling (Management Information System)

• Dec'04 – Apr'05 Industrial Training at Godrej Agrovet Mumbai (Maharashtra)

- Godrej's Nature's Basket Project for Fruits & Vegetables for Supply chain and Quality Management application along with vendor negotiation
- Making Strategies on Sales and Marketing of Godrej Aadhaar at Nasik, (Maharashtra), Prantiz (Ahamadabad)
- Market survey for the identification of the SKU's, Wholesale & Retail price for FMCG & Agri-inputs
- Web-enabled Aadhaar: ICT Application to Godrej Aadhaar Information System at Corporate Head GAVL Mumbai

KEY ACADEMIC PROJECTS

1. Land use Pattern of India:

Area: Agriculture Multimedia Technology

I have designed a GUI based module for the **Land use Pattern of India** in which I used Oracle 9i and VB 6.0 soft wares. The module helps not only the Indian Government but also the NGO's and other farmers societies to know the Classification pattern of India on the basis of the different crops grown and the types of irrigation structure used over there by just a Mouse-Click.

2. Agriculture INFOBASE:

An Updated Agriportal in India

Area: Database and Web Technology

Tools and Techniques Used: MS-Access Database, ASP, HTML, DHTML.Javascript, XML, Macromedia Dream Weaver, Adobe Photoshop7.0 and Flash MX 2004.

3. Study of Rural Info kiosk System: A System Study

Area: System Study, Design and Analysis.

4. I also prepared a multimedia presentation on "**Protecting Groundwater** - A guide for Pesticide Users). I prepared this presentation on different soft wares such as using *Macromedia Author ware, Macromedia Flash* and also designed a *website* for this under the guidance of Kuntel De sir.

During his first year of MS IT Agriculture Abhishek, worked with one of his senior Mr. Shailendra singh for the project "**Optimization and Efficiency improvement of Irrigation supply in Crop field and orchard**" in which the main focus was to improve the efficiency of Drip Irrigation by applying the funda of Osmosis.

5. Automated Hydroponics System:

A system study in the Basic Electronics and Instrumentation course.

Area of Study: Types of Sensors, hardware and Software to be used and their Specifications.

6. Database Management system and User Interface for Irrigation and Nutrient Management:

Area: Database and User Interface Design.

Software Used: Oracle 9i, Microsoft Visual Basic 6.0

Description: User has to select his Dist, Crop, Variety then the system will display the information related to the Irrigation and Fertilizer management as per his area. This is a simple RDBMS system with Visual basic as front end.

OTHER WORK-EXPERIENCE: 10 Months

PCP (Practical Crop Production) 5 Months: Cultivation and selling of Paddy and Wheat.

RURAL AGRICULTURE WORK EXPERIENCE (RAW) 5 Months:

- Diagnosis and control measures of different diseases and pests of various crops in Plant Clinic and Field Visit programme of one month each.
- Feel of Rural Psychology through Village Attachment programme for one month at Hastinapur (U.P.)
- Practical exposure of Input Supply, Production and Marketing of Aromatic Products in CIMAP (central Institute of Medicinal & Aromatic Plants), Pantnagar in Industrial Attachment Programme for Two month.