

RECRUITER'S GUIDE PGDM (ABM) 2018-19



*Pioneering
growth*





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The MANAGE

Metamorphosis

Going Beyond the Usual

Rapid advancement in agriculture has resulted in increased demand for qualified managers to manage this sector. The swiftly changing business and technological environment, pace of globalization and competition along with changing government policies are placing unparalleled demands on the capabilities of tomorrow's agribusiness managers. Meeting such industrial demands through the Post-Graduate Diploma in Management (Agri-Business Management) remains central to the founding philosophy of National Institute of Agricultural Extension Management (MANAGE). It is the vision of MANAGE to have a profound impact on the way the world does business in agriculture.

Adjudged one of the best B-School (Outlook Survey), MANAGE endeavors to pursue developing dedicated agribusiness managers who can oversee the complex backward and forward linkages between different components of the agribusiness value chain.

The focus is on ensuring that every enrolled individual utilizes the resources efficiently, profitably and synergistically to ultimately transform into a leader who can contribute substantially to the development of diverse activities in this sector, in the national and international corporate organizations, drawing strength from our cultural diversity.



A culture of inclusion starts at the top

Part of being a great leader means understanding those you lead.

That means cultivating mental agility in order to appreciate a range of perspectives.



Mrs. V. Usha Rani, IAS

Message from Director General

MANAGE launched its prestigious Agri-Business Management program PGDM (ABM) in 1996. The program aims at enabling meritorious agricultural and other graduates acquire critical competencies to function as effective Agri Business Managers with a vision to enable the Agriculture sector to metamorphose into a sustainable business. The presence of numerous alumni in leading Agri-Business Corporates is the outcome of the quality and excellence of the teaching pedagogy at MANAGE, which has been producing ethically sound and professionally competent Agri-Business techno managers over the years. I cordially invite you to recruit our talented Agri-Business techno managers to make a positive difference in your organization, which I am sure is committed for agricultural growth in this country.

Message from Principal Coordinator

The two year residential PGDM (ABM) program at MANAGE is designed to unlock the potential of the students and equip them to function as competent managers across the entire Agri-Value Chain. MANAGE has the distinction of 100% placements over the last two decades. It has witnessed a growing number of companies visiting the campus for recruitment with a steady increase in the average CTC offered to the students each year. In a way this confers a seal of approval of the program by the Agri-Business fraternity. I am confident that 2017-19 batch of talented, highly motivated, experienced and well balanced individuals have the caliber to lead your organizations into the future. I invite you to MANAGE campus to recruit these exciting young Agribusiness Techno Managers.



Dr. K. Anand Reddy

MANAGE is certified by BSI under Quality Management System – ISO 9001:2015. for providing training, education, research, consultancy, documentation and dissemination services in the area of management and agricultural extension.

The institute also has AICTE and NBA accreditation.

Today, the field of agriculture has achieved commercial importance. To realize the real potential in Indian agriculture and develop it to the point of a prospective sector contributing significantly to the nation's GDP, it is necessary to manage the sector like a professional enterprise. The PGDM (ABM) program of MANAGE is meticulously designed to successfully deliver the management workforce to the agribusiness sector year after year. With alumni holding positions of responsibility across various sectors around the world, MANAGE has been training world-class leaders dedicated to the growth of agribusiness.

The program represents an unparalleled effort to bridge the gap between academia and the industry, arising out of continuous changes in the policies, market and requirements thereof. Apart from regularly updating the curriculum and pedagogy, MANAGE emphasizes on industrial visits, guest lectures, management games, business quizzes, participation in various competitions as a part of extracurricular activities.

About MANAGE

All major companies and conglomerates are diversifying into the Agribusiness sector. This has led to a unprecedented demand for competent, professional managers capable of handling a whole gamut of operations from farming to marketing and procurement to retail. It requires thriving talents who can face challenges with an innovative demur.

The National Institute of Agricultural Extension Management (MANAGE) is the pioneer institute to conceive the concept of Agri Business Management (ABM) in 1996.

Established in 1987 as an apex national institute under the Ministry of Agriculture and Farmers' welfare, Govt. of India, MANAGE offers a 2-year residential Post-Graduate Diploma in Management (Agri-Business Management). MANAGE is vested with the responsibility of assisting the Central and State Governments and other public and private sector organizations in effective management systems.

Vision

To be counted among the most pioneering, innovative, farmer-focused and self-supporting agricultural management institutes in the world.

Mission

Facilitating the acquisition of Managerial and Technical skills by Extension Officers, Managers, Scientists and Administrators in all sectors of Agricultural Economy to enable them to provide most effective support and services to Farmers and Fishermen for practicing Sustainable Agriculture.

Introduction

MANAGE
मन

राष्ट्रीय कृषि विस्तार प्रबंध संस्थान

NATIONAL INSTITUTE OF
AGRICULTURAL EXTENSION MANAGEMENT

Professional Services

MANAGE offers its services in the following streams:

- Management Education
- Consultancy
- Management Training
- Research
- Information, Documentation and Dissemination
- Implementation of Government of India Programs/Schemes
- Policy Advocacy



Training



Education



Research



Consultancy



Documentation



Dissemination
Services

Why Recruit at MANAGE?

Divergence

Our Style and Uniqueness - Our core competency

MANAGEites are enriched with high level of integrity, drive, leadership, perseverance, intelligence and the adaptability to change. MANAGE values out of the box thinking and novelty backed up by coherent and planned teamwork. The comprehensive course curriculum and the academic rigor challenges us and aids in our holistic development through a wide range of professional experiences, leadership opportunities, service programs and extracurricular activities to make us "Career ready". We possess the skills and qualities that are needed to positively influence the world and to make the change that really makes us stand out.



Our Credentials stand high as testimonies

Being a pioneer institute in AgriBusiness, we hold a strong alumni base worldwide outranking in top-notch companies and promising start-ups. MANAGEites thrive in their work and bring in values to their organizations in diverse industries and dynamic fields. The ones who take up the odds and the road not taken, the budding entrepreneurs from MANAGE accrediting through their accolades and emerging as tycoons adds on to the lauds of our institute. MANAGE students envision and work towards revolutionizing agribusiness.

Hire attitudes, Recruit talents, Employ the skilled and rise together with MANAGEites!

The Association of Indian Universities has accorded equivalence to MANAGE PGDM (ABM) with MBA of an Indian University

Rankings and Achievements of MANAGE

Ever since its inception, the course has done exceedingly well and is ranked

The Vibrancy of Excellence

MANAGE offers a prodigious platform for us to explore ourselves both personally and professionally. The lush green campus is enthused with the warm energy to channelize all innovations, technicalities, emotions and even the unheard chords and unseen blaze of the students. The erudite and well experienced faculty with industrial exposure enlighten us with the theoretical concepts and practical knowledge. The student driven program through various clubs and committees provides a scope for overall improvement and also exposes us not only to the competitive environment inside the college but also with the well reputed institutions all across the country.

03

REGION WISE (SOUTH) RANKING

By Outlook Dristi best B-school Survey 2017

04

SECTORAL B-SCHOOL RANKING

By Outlook Dristi best B-school Survey 2017

25

OVERALL RANKING

By Outlook Dristi best B-school Survey 2017

Infrastructure

Being a National Institute, MANAGE administration makes sure not to compromise with the infrastructure facilities. Right from its inception, the institute has strived to provide the best platform, which is at par with any other elite institute, for its students to transform into capable managers of tomorrow. These facilities play a crucial role not only for the overall development of the students but also in maintaining a healthy lifestyle.

Lecture Halls

The spacious, air-conditioned, amphitheater style lecture halls are equipped with cutting edge technology such as LCD projectors, Wi-Fi connectivity and other A/V systems that facilitate a better engaging classroom environment.

Cyberary

The state-of-art Cyberary is an important learning Centre on MANAGE campus. The Cyberary has a collection of books, journals, articles and videos on agriculture and allied subjects which immensely contribute to the different academic programs of the institute. It is a silo of information with 14000 books on management, 170 Indian and foreign journals, and over 100 newsletters and conference proceedings. Important databases include India Harvest, Prowess, India trades from CMIE, Indiastat and ABI-Inform (an e-journal database from ProQuest) which help obtain information on global economy and many more. The Cyberary has internet connectivity with multi user capability. Information dissemination services offered by the centre include access to the library database, literature search, bibliographies and reprographic services.



The Campus

Located at 16 km from the bustling city of Hyderabad lies the 17 hectares of aesthetically appealing backdrop of MANAGE which maintains a perfect balance between antiquity and modernity in terms of architecture and landscaping thereby making learning and relaxing processes relatively easier and more fun. Apart from its elegant architecture, the campus basks in the glory of nature embellished with arboretums and countless flora and fauna and a myriad of other species.

MANAGE has world-class infrastructure that facilitates excellence in teaching, training, research, consulting and other professional activities. It is well equipped with modern amenities including top-notch Video conference centers, hostels, Wi-Fi Connectivity, 24x7 CCTV Surveillance, Recreation Centers and professional quality Sports and Fitness Centers.





“MANAGE
Hamara
ghar hai”

*Jingle of every
MANAGEite*

Incubation Centre

MANAGE entered into an MoU with RenB Mumbai, to set up an incubation center for MBA students at MANAGE to maximize the exposure and opportunity for students and alumni and help them to start a business based on their ideas and innovations. This will provide an enhanced platform for students and alumni to shape their ideas into Start-up ventures.

Accommodation

MANAGE, situated amidst the scenic hillock with remarkable infrastructure facilities, offers an ideal backdrop for contemplative learning to students. The high speed Wi-Fi enabled hostel block with 170 rooms including 54 air-conditioned guest rooms are well furnished with all basic amenities and services, including a dedicated housekeeping team.



Sports and Recreation

The culture of the institute is that of imparting learning, complemented with rejuvenating activities which makes the campus a complete personal discovery and development workshop. Various sports and recreation facilities in the institute like Badminton (Outdoor and Indoor), Basketball, Volleyball, Tennis, Table-Tennis, Snooker, Cricket Practice Net, a well-equipped Gym, Squash and Swimming pool help in unwinding oneself and engaging in an active lifestyle.



Clean Energy Initiative

The institute has a rooftop solar power grid that caters to a major portion of the energy demand. This shows the commitment and concern of MANAGE towards Planet Earth.



Health Centre

Committed to promote health and wellness of the campus community, the institute has its own health Centre offering quality health services and in house doctors.



Yoga

MANAGE promotes the culture of yoga. With qualified yoga instructor, the dwellers imbibe the yogic forces adding requisite buoyancy and energy to life.



Walkers Path

As said by Henry David Thoreau “We need the tonic of wilderness. We can never have enough of Nature” The Walker's path in campus is a window to the fascinating natural world ready to embrace and sooth its seeker.



Selection Process



Graduation
in any Stream



CAT
Scores



Essay
Writing



Group
Discussion



Personal
Interview

Curriculum Overview

The Full-Time PGDM (ABM) program offers an intense curriculum comprising of 117 credits completed within two academic years. It delivers experience-based learning with a focus on real-world application in the agribusiness environment. Our PGDM program inspires, engages, and challenges the students over 2 years as one develops strategic leadership skills by constant progression of the curriculum.

Credits where they're due

The program is built around 43 coordinated core courses, which provide a robust foundation in key management disciplines that provide a foundation in managerial disciplines through collaborative learning, industry experiences and focused engagement with business. The learning process engages students in case studies, interactive lectures, team building activities, engrossing presentations, industry sponsored summer internship and live projects, making them competent in cross-disciplinary analysis, solution generation and communication.

Allocation of Credit

The total credit load is 117 credits divided among compulsory courses, electives and summer project.

Courses

PGDM (ABM) consists of seven trimesters spread over the entire 2 years duration.

First Trimester

- ▶ Business Communication and Presentation Skills
- ▶ Advanced Computer Skills
- ▶ Principles of Marketing Management
- ▶ Principles and Practices of Management
- ▶ Organizational Behavior
- ▶ Business Mathematics
- ▶ Basic Financial Accounting
- ▶ Managerial Economics (Microeconomics)

Second Trimester

- ▶ Business Statistics
- ▶ Marketing Strategies and Techniques
- ▶ Macroeconomic Theory and Policy
- ▶ Agricultural Extension Management
- ▶ Cost and Control Systems
- ▶ Agricultural Input Marketing
- ▶ Human Resource Management
- ▶ Operations Research

Third Trimester

- ▶ Financial Management (Corporate Finance)
- ▶ Quantitative Techniques for Agri-Business
- ▶ Project Management
- ▶ Marketing Research
- ▶ Business Analytics
- ▶ Procurement Management
- ▶ Sales and Distribution Management
- ▶ Risk Management in Agribusiness
- ▶ Enterprise Resource Planning (ERP) Systems

Fourth Trimester

- ▶ Summer Project

Fifth Trimester

- ▶ Commodity Trading, Futures and Options
- ▶ Banking and Agri-Finance
- ▶ Logistics and Supply Chain Management
- ▶ Retail Management
- ▶ Infrastructure and Agri-Warehousing Management

Sixth Trimester

- ▶ Strategic Management
- ▶ Rural Marketing
- ▶ Customer Relationship Management
- ▶ Agricultural Export Management and International Trade
- ▶ Post-Harvest Management

Seventh Trimester

- ▶ Advertising and Communication
- ▶ Business Law and Ethics
- ▶ Total Quality Management
- ▶ Management Information Systems and e-Commerce
- ▶ Entrepreneurship Development and Vendor Management
- ▶ Village Visit Program
- ▶ Sports and Games

Program Structure

It's not just a
degree, it's a
“Career
Catalyst!”



09 Elective Courses
100+ Case Studies
11 Specialized Courses
28 Mainstream Courses
8-10 Weeks of Summer Internship
04 Weeks of Live Project
75+ Team Projects
02 Weeks of Village Visit Program

Course Details

With more focus on technical knowledge and skills in the undergraduate curriculum, our young graduates consider agriculture more as a science than as a business. These technically qualified graduates need good managerial skills to function effectively in Agri-Business firms which have emerged as their most important employers. The Post Graduate Diploma in Management (Agri-Business Management) is a step forward in this direction.

The program aims at enabling meritorious graduates acquire critical competencies to function as effective Agri-Business managers. The excellent response from leading Indian and multinational Agri-Business companies in placement of students as management trainees, and their interest in assigning summer projects to them, fully validates the quality of the program. The program is recognized by **All India Council for Technical Education (AICTE)**. On successful completion of the program, candidates are awarded the Post Graduate Diploma in Management (Agri-Business Management).

PGDM (ABM) consists of seven trimesters spread over the entire 2 years duration. The program aims to provide relevant managerial skills to agricultural graduates.

Summer Internship

The fourth trimester during the first year, consisting of 8-10 weeks, is fully devoted to industrial exposure to various companies. Students get a chance to have a closer look at the functional agri-business practices and applications. It also helps students to acclimatize with the practical working conditions. This tenure helps them not only to understand the business scenario but also in making career choices. Similarly, many companies view the process as a platform for pre-recruitment. Our students have been awarded with Pre-Placement Offers from reputed organizations based on their performance.

Village Visit Program

A fortnight spent in the rural areas in the rustic environment and among the rural folk helps the students grab the ideal agro-economic scenario at a very basic level. This program provides the students an opportunity to understand the constraints faced by the farmers as well as the potential areas for development in agriculture. At the end of the study visit, a report is prepared to analyze and to identify the bottlenecks of development and opportunities for growth.

Electives

- ▶ Agribusiness Environment, Development and Policy
- ▶ Banking Management
- ▶ Contract Farming
- ▶ Fertilizer Technology and Management
- ▶ Food Marketing and Processing Management
- ▶ Food Quality Management
- ▶ WRITE- IPRs in Agriculture
- ▶ Microfinance
- ▶ Brand Management

Unique Features

Induction Program

MANAGE has started a special introductory program to familiarize the new entrants to the intricacies of management course. This program includes introductory classes on Business Mathematics, Advanced Computer Skills and Business Communication.

Bridge Course

This course was started to bridge the knowledge gap between agriculture and non-agriculture graduates. Spread over the first trimester, it enables students from non-agriculture background to get familiarized with the agriculture sector.

Business English Communication

It is a certificate program offered by Cambridge University. Students are trained and assessed on four basic skills of communication viz, listening, speaking, reading and writing.

Investment and Trading Exposure

The Institute offers a platform to invest in financial and commodity markets thereby creating a foundation for understanding the dynamics of both these markets from a practical perspective. A Demat account is opened for each student as soon as they join the program and guidance is provided for carrying out trading in various exchanges like BSE, NSE, NCDEX etc.

NCDEX Commodity Certification Course

The Institute hosts a Commodity Certification Course offered by NCDEX Institute of Commodity Markets and Research, helping students to understand commodity markets and getting them exposed to the practical aspects of commodity trading.

Live Projects

Students are given an opportunity to gain corporate exposure based on their area of interest for a period of 4 weeks. ITC (ABD), Bayer CropSciences, PI Industries, NCDEX, SAB Miller, Kemin Industries, Bunge, Coromandel, EY, Big Basket, DCM Shriram and DuPont are some of the companies who offer projects to the students.

Guest Faculty from Michigan State University

MANAGE has entered into an MoU with Michigan State University which offers an **Integrated Supply Chain Management** course to the PGDM- ABM students. The program has two parts: online course and classroom sessions. The program was headed by top-ranked professionals from the Department of Supply chain Management. At the end of the course, students have to qualify the online test to get certificate from MSU.



Faculty

Faculty makes the Difference

They've withstood the test of time, taught through bear and bull markets, and have consistently imparted life-changing lessons to students year after year. They are not merely teachers - they are the great faculty members at MANAGE exerting impressive influence. They elevate discussions to inspire, challenge and bring out the best in their students.

Our faculty works at the forefront of innovative business thinking, influential business leaders, managers and policy-makers, creating world-class research that explores the key practical and academic issues facing the agribusiness world.

“ Those who know, do. Those that understand, teach. ”

– Aristotle

The PGDM - ABM student community is genial and enterprising. The students possess high levels of motivation and are ravenous to experiment & learn. Every session added great value to the 'Teaching-Learning' process. I found teaching these students is an astounding experience.

Dr. PRS Sarma
Chairman-PGP, IIM Raipur

List of Visiting Faculty

Mr. P. Murali
IIM, Bangalore

Dr. SDV Nageswara Rao
SJMSOM, IIT, Mumbai

Prof. P. Venugopal
XLRI, Jamshedpur

Prof. Jabir Ali
IIM, Lucknow

Prof. P. M. Shingi (Retd.)
IIM, Ahmedabad

Dr. A. K. Saxena
Prof. (Retd.) National Police Academy

Dr. Vikram Singh
Dean, NIAM

Prof. S. Subrahmanyam
Principal Scientist, National Fisheries Development Board (NFDB)

Shri Vijaya Raghavan
Former Joint Director (Extension) IARI, ICAR Krishi Anushandhan Bhavan

Dr. Jigyasu Gaur
ICFAI Business School

Dr. R. P. Sharma
IIFT, Kolkata

Dr. PRS Sarma
IIM Raipur

Dr. Satyam
IIM, Lucknow

Prof. G. C. Mohapatra
Sr. Director (Retd.), Oracle India Ltd., Board of Governance, Mahindra & Mahindra

Shri Debdatta Pal
IIM, Raipur

Prof. Syed Ahmad Hussain
PJTSAU, Hyderabad

Shri PVGK Murthy
Ingrain Technologies

Shri Amit Budhiraja
Director Utopia Logistics Ltd.

Prof. D. P. Ghosh
IMT, Hyderabad

Shri Prasannanjaneyulu
IPE, Hyderabad

Shri Vamsidhar Ambatipudi
Head Data Analyst, IRDAI and Founder, P.A.C.E. Guru Academy

Prof. Nupur Pavan Bang
ISB, Hyderabad

Shri Pavan Kumar Bang
CEO (ABD), Malaxmi Group

Shri P. Rajendra Meher
CA, Mehr & Mehr Associates

Shri. Ganesh Rama Murthy
Deputy General Manager (Retd.), State Bank of India

Shri Ravinder Grover
PwC

Mr. Jayadev Dave
Chief General Manager (Retd.), State Bank Staff College

Dr. Rajesh Aithal
IIM, Lucknow

Prof. Rupesh Kumar Pati
IIM, Kozhikode

Samanvay

Guest Speakers

Mr. Vijay Kumar
Yes Bank Ltd.
Senior President & Country Head
Director-Agriculture

Shri Jayesh Ranjan
Govt. of Telangana
Secretary I.T., I.A.S.

Mr. Narayan Vellayan
Coromandel International Ltd.
AVP & Head, Specialty Nutrients
Division

Mr. Kamal Kumar
Dhanuka Agritech Limited
Senior General Manager (Recruitment
and Training)

Mr. Raja. M
Big Basket
National Category Head- Branded
Staples

Mr. Rohtash Mal
Em3
Chairman and MD, EM3 Agriservices
Pvt. Ltd.

Mr. Roshan Lal Tamak
DCM Shriram Industries Ltd.
Executive Director, Sugar

Shri Mohan Kanda
Ministry of Agriculture and Farmers
Welfare, GoI
I.A.S.

Mr. Ramdass Velmurugan
Mahindra Agri Solutions
VP - Seeds Business

Mr. Mohan Bhagat
ITC ABD Ltd.
Senior Manager

Mr. Maruti Chapke
Go4 Fresh
CEO & Founder

Mr. Aravind Thumbur
Syngenta Foundation India
Manager- Systems & Processes

Mr. Shailesh Kumar
Britannia Industries Ltd.
Senior Purchase Manager

Dr. Aman Sayed
Alltech Biotechnologies Pvt. Ltd.
MD, India & Regional Director, South
Asia

Mr. Madhab Adhikari
Coromandel International Ltd.
General Manager- Sales & Marketing

Mr. Neelkanth Mahi
HDFC Bank
Associate Vice President

Mr. Ashok P. Reddy
UPL Ltd.
SBU-1 Business Head

Mr. Keshav Kumar Sharma
Archer Daniels Midland
General Manager HR

Mr. Anand Chandra
Arya Collateral Management
Founder & CEO

Mr. Divesh Badhani
Kiji Foods & Beverages Pvt. Ltd.
Founder & CEO

Mr. Ram Kaundinya
Axis Bank
Independent Director

Mr. Manoj Kumar
Jeevika
HR Manager

Mr. Binay Kumar Parida
Yara International
General Manager

Mr. Sameer Bahuguna
Bayer CropSciences
Project Manager

Mr. JV Ratnam
Bioseed
Country Manager

Mr. Anil Jain
Crystal Crop care Pvt. Ltd.
Head Operations and Strategy

Mr. Harsha Adarkar
Biostadt India Limited
VP- HR

Mr. Brad Ford
Seaboard Corporation
SVP- Commodity Trading

Mr. Somnath Bera
Seaboard Special Crops India
Pvt. Ltd.
Director & Country Manager

Mr. Anupam Pal
DuPont India Private
Limited General Manager -
Market Development South Asia

Mr. Rakesh K Mishra
PwC India
Associate Director

Mr. Dinesh Bhosale
AB Vista South Asia
GM

Mr. Sasidhar
BASIX - Sub K
MD

Mr. Anil Kumar
Sammunati Fiancial
Intermediation & Services
Pvt. Ltd.
CEO

Firsthand Insights

Guest lectures are an integral part of the pedagogy of MANAGE. As part of the "SAMANVAY" Guest Lecture Series, notable guest speakers enrich the program by delivering lectures on program-specific topics. It brings the students face-to-face with the well-known names in business, government, academics and distinguished alumni network from around the world, who share their valuable insights from their diverse experience about contemporary business issues, the challenges they have faced and how they dealt with them. Guest lecturers are drawn from a variety of backgrounds, and cover a wide range of issues, from general management to core agribusiness, to perception and career development. These sessions serve as an ideal platform for the students to supplement their theoretical knowledge with first hand perspectives from some of the stalwarts of the industry and also appreciate the different dimensions of handling modern day business challenges.

Student clubs and committees

The MANAGE campus is alive and buzzing with activities throughout the year. Abundant opportunities in the form of quizzes, clubs and events provide an excellent platform for students to showcase their talent.

Budding Hub of Ideas and Excellence

Cosmos of students from Agriculture, Agri-allied sciences, engineering and other streams learn, grow and excel together in an energetic and multicultural environment. The amalgamation of ideas leads to creation of an environment that is conducive to bringing out the best in individuals. Students are given the opportunity to lead and manage all the fronts, from placements and academics to cultural and food. Adding to these, training programs, workshops, seminars and MDPs are also conducted at MANAGE for working professionals and executives which provides an opportunity of enriching experience for students.



Agri-Business Club

Agri-Business Club hosts the famed Agri B-fest, 'Krishi Chanakya' (KC), every year garnering participation from all across the country for both online and offline events. KC offers a plethora of events ranging from Photography competition to B-Plan competition to Parliamentary Debate to Workshops sponsored by the top Corporates in the agribusiness sector. Every year KC experiences an exponential rise in the footfall for its events with the 2016 edition recording more than 1400 entries.



Media Cell

Media Cell was created with a vision to promote MANAGE and its student activities on the Digital Platform. They function on major social platforms, create short videos and serve as a point of information dissemination during the admission season. The club consists of designers, content writers and photographers.



Literary Club

Over the time, the Literary Club of MANAGE has come to be known for its versatility in accordance with the demand of its readers. Their tri-monthly newsletter, SPICE, has evolved with the inclusion of columns like Alumni Speak, Students' Opinion and Surveys, student activities and Guest Lectures. They also host the annual intra-collegiate literary fest, Lit 'O' Mélange.



Finance and Marketing Club

Fascinated by the Marketing and Finance world, the club publishes a monthly magazine, **Grey Matters**, highlighting the major business deals in the agriculture industry. They host one of the flagship events of Krishi Chanakya, Vishleshan- Financial Model Competition. They also help the first year students in developing their skills in Finance and Marketing and impart Stock Trading knowledge.



Corporate Relationship and Placement Cell

It is a team of highly dedicated students, who work for a common goal of obtaining the desired placement offers for the students in term of both profiles and organizations to work with. The team looks into tasks like student brochure development, resume vetting, pitching, student's skills – job mapping and placements related event organizing. The team conduct mock Group Discussions and Interviews which equips the students to face the placement interviews and be corporate ready. The Placement Cell also plays an important role in developing and sustaining a long term mutually beneficial relationship with the industry.



Academic Committee

Being an integral part of the academic pillar of MANAGE, Acadcom raises students' concerns, queries and interest to the administration in order to ensure effective and timely resolution and alternatives for the betterment of the student community. They play a pivotal role in running the Academic Calender along with bringing in faculty from outside. They also play a responsible role in mentoring the junior batch in academic related matters.

Shouldering Responsibilities, Harboring Opportunities

Student bodies elect representatives of students responsible for judicious and prompt functioning of obligatory and extracurricular activities on the campus.



Cultural Committee

Cultural Committee, a vibrant group of MANAGE ensures that the sense of exuberance is not lost amid the busy schedules. With the help of Cultees, more than a dozen festivals are acknowledged reflecting the amassing cultural diversity that prevails at MANAGE. They are in charge of hosting the Fresher's Party and the memorable farewell party every year.



Alumni Committee

Alcoms strive to foster the bond between the pride of MANAGE- its alumni, faculty and students and create an opportunity to share knowledge, experience and thereby facilitate exchange of quality ideas and views. In order to keep in touch with a vibrant alumni network, along with the MANAGE Alumni Association host Chapters in the major cities. They also host an annual Alumni Meet, **Reminiscence**, where alumni from across the country rendezvous at MANAGE for an eventful night filled with nostalgia.



Health and Nutrition Committee

Health and Nutrition Committee is entrusted the responsibility to ensure better quality food and suggesting a multi-cuisine menu that results in better hostel experience for the student community.



Sports Committee

Sports Committee focuses on improving the current sports and recreation facilities. They conduct two annual Sports events – OLYMPUS (inter-collegiate level) and ZENITH (intra-collegiate level). The latest edition of Olympus in 2018 saw the participation of about 250 students for 7 sport events from 14 B-schools across India.

Extra Curricular Activities

Krishi Chanakya

Krishi Chanakya popularly known as KC in the student community is a national level B-School fest to revolutionize agribusiness. Competence and ideas run through the festival's veins. It places budding managers, academicians and business leaders on a single platform to share the business acumen. While, on one hand, Krishi Chanakya has become a hub of the glitz from all across the country, it also dawns the light upon the world to learn from and exchange ideas with contemporary business stalwarts.

Lit 'O' Melange

An Intra-collegiate lit fest that celebrates the multitude of genres of literary and creativity. The literary club is instrumental in organizing the fest. The festival is a broad mix of penning, debating, quizzing and much more. It acknowledges literary talents, honours literati and artists and also evokes the young generation's interest towards literature.

Revelation

An Online fest that aims at discovering knacks in young and energetic students from all across the country. It provides the window for undergraduate students to take a glance of B-School contests and MBA grads to buckle up for the main contest, Krishi Chanakya. It's a prelude that stems out many ideas and projects, many of which dovetail back into Krishi Chanakya, in moving forward.

Zenith

The last week of January in MANAGE is marked with joy and enthusiasm, where students compete with each other in various sporting events. Zenith 2016 included 4 racquet sports along with chess, caroms, snooker and volleyball.

The MANAGE Premier League, a fiercely contested 6-team cricket league with attractive prize money, was also conducted during the same period.

Olympus

An intercollegiate sports event spread over two days in early September where participants from various colleges compete with great vigour and passion. Snooker, Basketball, Table Tennis and Badminton were the events contested for, with attractive prizes given off in a gala closing ceremony.

Reminiscence

Organised by the Alumni Committee, Reminiscence is effectively used as a platform to strengthen the Global Alumni network of MANAGE. Marked with cultural events by students, the event served as an avenue for the current crop of students to interact with their alumni.

Moments of Pride

During the year 2017-18 students participated in various national level competitions organized by B-Schools, Corporates.



Dhruva
IIM Trichy



Chakravyuh
IMT, Hyderabad



B-Plan
SDMIMD, Mysore



Sandhan,
Krishi Chanakya
MANAGE, Hyderabad



Corpeon
SIBM, Hyderabad



Vista B-fest Quiz
IIM B



Strategia
SIBM, Pune

National Finalist

Agrenovera
IIM A

National Finalist

Spandhan
Great Lakes, Chennai

National Finalist

Qwest
IIT, Mumbai

National Finalist

Kryptomize
IIM, Indore

National Finalist

Transcend
SIBM, Pune

Placement Track

Agri-input

ADAMA
Advanta India Ltd.
Agzon agro
Ajeet Seeds Pvt. Ltd.
BASF India Ltd.
BAYER CropScience Ltd.
Bharat Insecticides Ltd.
Coromandel International Ltd.
Crystal Crop Protection Pvt. Ltd.
DCM Shriram Consolidated Ltd.
Delta Seeds
Dhanuka Agritech Ltd.
Dow Agrosiences India Pvt. Ltd.
E. I. Dupont India Pvt. Ltd.
Excel Crop Care Ltd.
FMC India Pvt. Ltd.
Godrej Agrovet Ltd.
IFFCO Kisan Sanchar Ltd.
Indofil Industries Ltd.
JK AgriGenetics Ltd.
KRIBHCO
Krishidhan Seeds Pvt. Ltd.
Mahindra & Mahindra
Mahyco Seeds Ltd.
Malaxmi Group
Metahelix Life Sciences Ltd.
Monsanto India Ltd.
NACL Industries Ltd.
Nagarjuna Fertilizers And Chemical Ltd.
Namdhari Seeds
Netafim Irrigation India Pvt. Ltd.
Nuziveedu Seeds Ltd.
PI Industries Ltd.
Rallis India Ltd.

Rasi Seeds Pvt. Ltd.
Shriram Bioseed Genetics India Ltd.
Sumitomo Chemical India Pvt. Ltd.
Super Agri Seeds Pvt. Ltd.
Syngenta India Ltd.
TAFE Ltd.
TATA Chemicals Ltd.
T-Stanes & Company Ltd.
UPL
US Agriseeds
Zuari Agro Chemicals Pvt. Ltd.

Animal Husbandry

AB Vista
Kemin Industries
SKYLARK Foods Pvt. Ltd.
SUGUNA Group
Triton Group

BFSI

AXIS Bank
Basix India
Bharat Financial Inclusion Ltd.
CapAleph
Fincare
FINO
Fullerton India
HDFC Bank Ltd.
ICICI Bank
IDBI Bank



IDFC
IFMR Trust
ING Vysya
Samunnati Financial Intermediation and Services Pvt. Ltd.
Janalakshmi Financial Services Pvt. Ltd.
Kotak Mahindra Bank
L & T Finance Ltd.
MAGMA Fincorp Ltd.
Rabobank
RBL
Spandana Sphoorty Financial Ltd.
SREI
Vistaar
YES Bank

Commodities

ADM
Arya Collateral Warehousing Services Pvt. Ltd.
BUNGE India Pvt. Ltd.
Cocos India Pvt. Ltd.
Glencore Grain India Pvt. Ltd.
Karvy Comtrade Ltd.

Management Ltd.
MCX
National Spot Exchange Ltd.
NBHC Pvt. Ltd.
NCDEX
Olam International
Seaboard Special Crops
Star Agriwarehousing and Collateral
Triton Group
VKL

Consultancy

ALC India
Connect Agri Services Pvt. Ltd.
Ernst & Young India
Frontier Growth Advisors Pvt. Ltd.
Gladfarm India Pvt. Ltd.
Grant Thornton India
Mordor Intelligence
NABCONS
National Collateral Management Services Ltd. (NCML)

PwC India Ltd.
Sathguru Management Consultants
Sutra Consultancy
Thomson Reuters
Yes Bank Consultancy

Development

AFRI Ventures
ASA
Dilasa Janvikas Pratishtan
e-Kutir
INI Farms KIMAYE
Jeevika Trust
National Cooperative Consumers' Federation of India Limited (NCCF)
Sahaj e-Village Ltd.
SERP
Syngenta Foundation
TechnoServe
Villgro Innovation Foundation

FMCG

AdaniWilmar Ltd.
Britannia Industries Ltd.
Dabur India Ltd.
Frito Lay India
Hindustan Unilever Ltd.
ITC Ltd.
Kilaru Naturals Private Ltd.
Marico
MARS
McCain India
Mondelez international
MTR Foods Pvt. Ltd.
SABMiller India Ltd.
Sreshta Natural Bioproducts Pvt. Ltd.

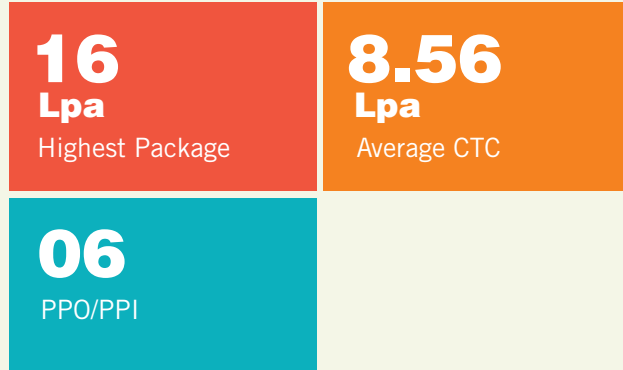
Retail

Aditya Birla Retail Ltd.
Bharati WalMart
Big Basket
Kewalram Chanrai Group
METRO Cash & Carry India Pvt. Ltd.
Reliance Retail
Spar Hypermart
Spencer's
Star Bazar
Trent Hypermarket

Others

Alltech Biotechnology Pvt. Ltd.
Ballarpur Industries Ltd. (BILT)
Big Basket
Croda
CropIn Technology Solutions
EM3 AgriServices Pvt. Ltd.
go4fresh.in
Goldfarm
Gramco Infratech Pvt. Ltd.
Jubilant Life Sciences
Safe-Harvest Pvt. Ltd.
Shapoorji Pallonji Pvt. Ltd.

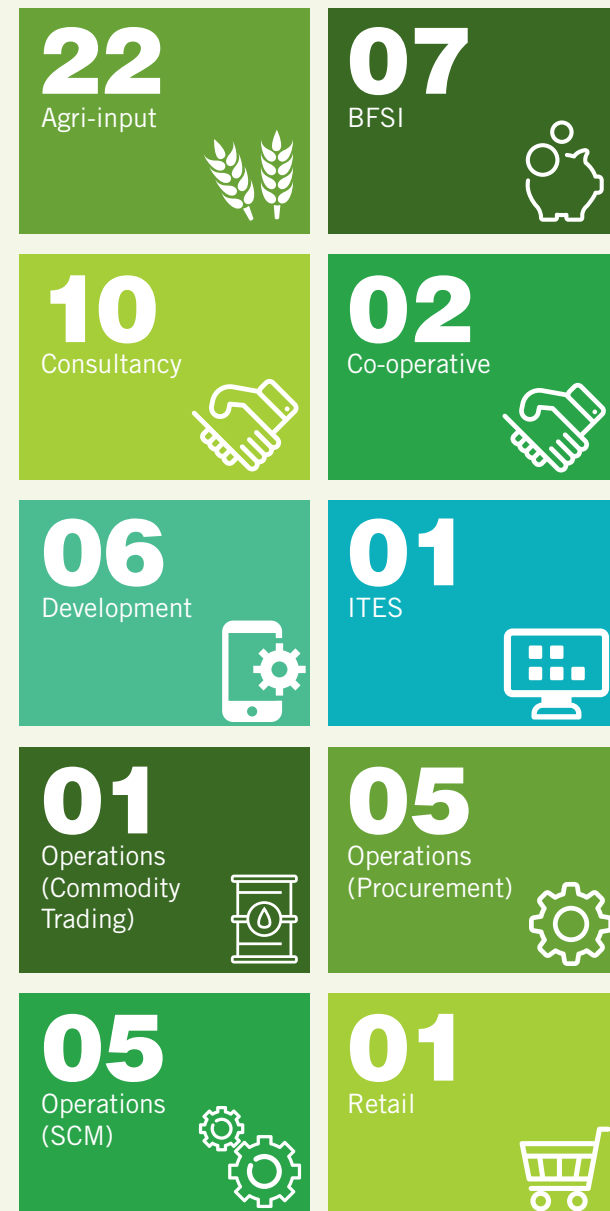
Final Placements 2016-18 batch



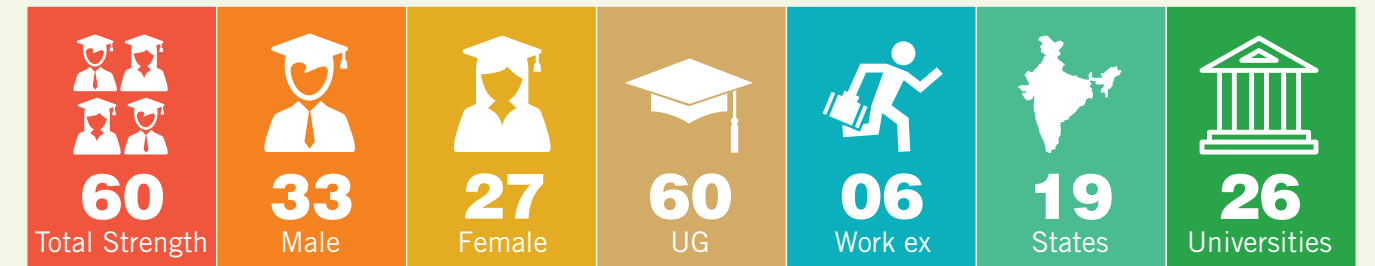
10% of the batch accepted PPO/PPIs from 3 companies including, Coromandel International Ltd., CropIn Technology Solutions, Crystal Crop Protection Ltd.



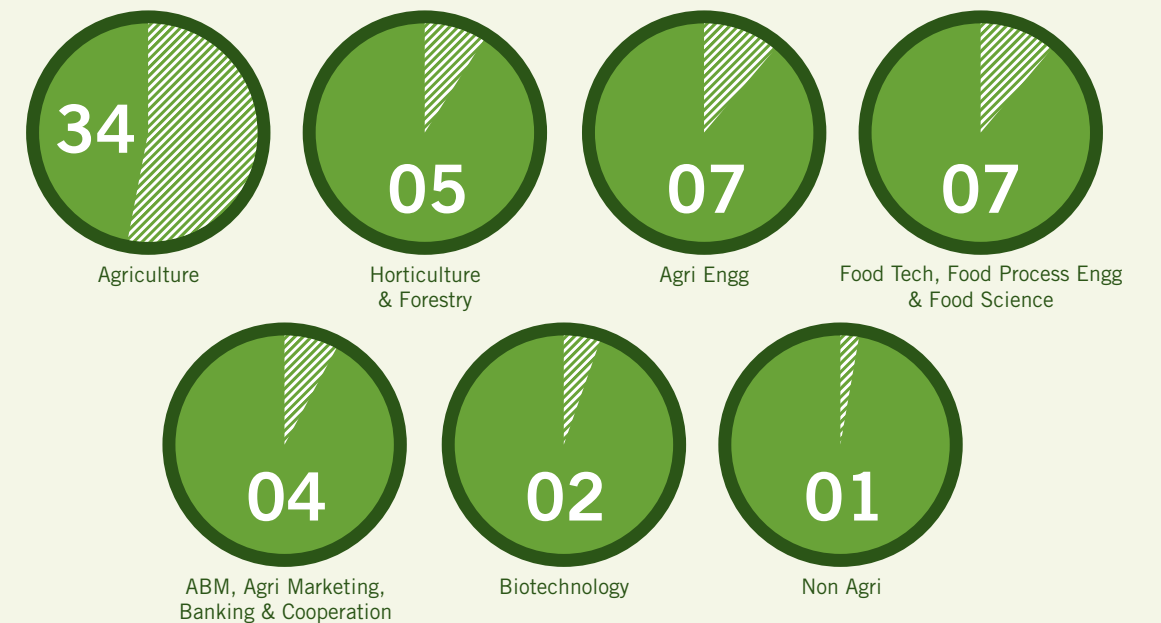
Summer Placements 2017-19 batch



Students batch profile 2017-19



Educational Diversity





Work Experience profile (along with company stats)

Duration: 8 months to 24 months

Vajra Seeds Pvt. Ltd. 8 Months 	Anew Health Services India (P) Ltd. 24 Months 	Case New Holland Industrial (India) Pvt. Ltd. 11 months
Sonalika International Tractors Ltd. 10 months 	Mahindra Agri Solutions Ltd. 24 months 	KPMG India 13 months

Allaka Mounika **22** Years

Native State: Andhra Pradesh
Graduation: B.Tech. (Biotechnology)
NIT, Raipur, Chhattisgarh

Summer's Company: National Cooperative Consumers' Federation of India Ltd.
Summer Project Title: Sourcing and Marketing of Spices under the brand name of NCCF
Languages Known: English, Hindi and Telugu

Amala Jacob Kavalam **24** Years

Native State: Kerala
Graduation: B.Sc. (Agriculture)
UAS, Bengaluru, Karnataka

Summer's Company: Coromandel International Ltd.
Summer Project Title: Evaluating Channel Strength in the Coromandel Portfolio and Identified Crops
Languages Known: English, Hindi, Kannada and Malayalam

Angothu Balaji Naik **23** Years

Native State: Telangana
Graduation: B.Sc. (Commercial Agriculture and Business Management)
PJTSAU, Hyderabad, Telangana

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: Scope of Crystorhiza in Telangana State
Languages Known: English, Hindi and Telugu

Anuj Patel **24** Years

Native State: Uttar Pradesh
Graduation: B.Sc. (Agriculture)
IAS, BHU, Varanasi, Uttar Pradesh

Summer's Company: Technoserve
Summer Project Title: Technical Assistance to Farmer Producer Organizations through Value Chain Intervention in Agri-commodities (Maize)
Languages Known: English and Hindi



Anupam Srujan Sahoo 24 Years

Native State: Odisha
Graduation: B.Sc. (Agriculture)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Seaboard Special Crops India Pvt. Ltd.
Summer Project Title: Feasibility and Evaluation of Domestic Trade of Pulses and Suitable Strategy in Indian Scenario
Languages Known: English, Hindi, Tamil and Odia



Bhuneshwari Dhouni 23 Years

Native State: Uttarakhand
Graduation: B.Sc. (Hons.) (Agriculture)
SVPDAT, Meerut, Uttar Pradesh

Summer's Company: Grant Thornton India LLP
Summer Project Title: Value Chain Analysis of Goat in Maharashtra
Languages Known: English and Hindi



Brijesh Kumar 24 Years

Native State: Haryana
Graduation: B.Sc. (Agriculture)
DBSKKV, Dapoli, Maharashtra

Summer's Company: ITC Ltd. (Agri Business Division)
Summer Project Title: Establish the Market size and Potential of QSR and Attribute based Wheat & Wheat Flour segment in Delhi, Bangalore and Mumbai
Languages Known: English, Hindi and Marathi



Chandan Kumar 27 Years

Native State: Bihar
Graduation: B.Sc. (Forestry)
UAS, Dharwad, Karnataka

Summer's Company: Agzon Agro Pvt. Ltd.
Summer Project Title: Market potential and feasibility analysis of Water soluble fertilisers and Plant growth regulators in Karnataka and Andhra Pradesh
Languages Known: English, Hindi and Kannada



Bibechna Dash 23 Years

Native State: Odisha
Graduation: B.Sc. (Agriculture)
OUAT, Bhubaneswar, Odisha

Summer's Company: Coromandel International Ltd.
Summer Project Title: Distribution Network Analysis and Channel Management in West Bengal
Languages Known: English, Hindi and Odiya



Blessy Bhumanagari 23 Years

Native State: Telangana
Graduation: B.Tech. (Food Technology)
ANGRAU, Guntur, Andhra Pradesh

Summer's Company: Innovative Retail Concepts Pvt Ltd. (Bigbasket)
Summer Project Title: A Study on the delivery process at Bigbasket Hyderabad
Languages Known: English, Hindi, Tamil and Telugu



Deepak Ekka 25 Years

Native State: Chhattisgarh
Graduation: B.Tech. (Food Process Engineering)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Fresh Produce Value Creation Services Pvt. Ltd. (Go4Fresh)
Summer Project Title: Seasonal mapping of conventional fresh produce and models used for their supply
Languages Known: English and Hindi



Deepali Kumari 24 Years

Native State: Jharkhand
Graduation: B.Sc. (Hons.) (Agriculture)
BAU, Ranchi, Jharkhand

Summer's Company: TechnoServe
Summer Project Title: Technical assistance to Farmer Producer Organization through Value Chain Interventions in agri-commodities
Languages Known: English and Hindi



Deepika **22**
Years

Native State: Himachal Pradesh
Graduation: B.Sc. (Hons.) (Agriculture)
CSK HPKV, Palampur, Himachal Pradesh

Summer's Company: eKutir Global
Summer Project Title: Digitization of Agriculture, opportunity and impact assessment
Languages Known: English and Hindi



Dobbala Uday Kumar **23**
Years

Native State: Andhra Pradesh
Graduation: BSc. (Hons.) (Food Science and Nutrition)
PJ TSAU, Hyderabad, Telangana

Summer's Company: ADAMA India Pvt. Ltd.
Summer Project Title: Development of holistic portfolio offering for Polyhouse crops, Grapes, Pomegranate and Cardamom
Languages Known: English, Hindi and Telugu



Harshita Singh **23**
Years

Native State: Uttarakhand
Graduation: B.Sc. (Agriculture)
GBPUA&T, Pantnagar, Uttarakhand

Summer's Company: Grant Thornton India LLP
Summer Project Title: Value Chain Analysis of Goat in Maharashtra
Languages Known: English and Hindi



Jatin Mahajan **22**
Years

Native State: Punjab
Graduation: B.Sc. (Hons.) (Agriculture)
GNDU, Amritsar, Punjab

Summer's Company: ITC Ltd. (Agri Business Division)
Summer Project Title: Study and evaluation of supply chain of non-basmati rice export with reference to cost minimisation
Languages Known: English, Hindi and Punjabi



Elisha Tigga **22**
Years

Native State: Jharkhand
Graduation: B.Sc. (Hons.) (Horticulture)
SHUATS Allahabad, Uttar Pradesh

Summer's Company: Coromandel International Ltd.
Summer Project Title: Study on market potential for Specialty Nutrients in Urban markets and polyhouse segment and identifying business opportunities for Coromandel
Languages Known: English and Hindi



Gajendra **23**
Years

Native State: Rajasthan
Graduation: B.Sc. (Agriculture)
VNMKV, Parbhani, Maharashtra

Summer's Company: Seedworks International Pvt. Ltd.
Summer Project Title: To study the market movement of onion and its potential as an opportunity crop for Seedworks Vegetable Business
Languages Known: English, Hindi and Marathi



Jikku Mary John **24**
Years

Native State: Kerala
Graduation: B.Tech. (Biotechnology)
NIT, Rourkela, Odisha

Summer's Company: Britannia Industries Ltd.
Summer Project Title: To understand the feasibility of Reverse logistics in given clusters for Britannia Industries right from conceptualizing till implementation
Languages Known: English, Hindi, Telugu, Tamil and Malayalam



K.S.Devi Priya **22**
Years

Native State: Tamil Nadu
Graduation: B.Tech. (Food Process Engineering)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Grant Thornton India LLP
Summer Project Title: Impact analysis and success stories - Rajasthan Agricultural Competitiveness Project (RACP)
Languages Known: English, Hindi and Tamil



Kapil Rana **23**
Years

Native State: Uttar Pradesh
Graduation: B.Sc. (Hons.) (Agriculture)
SVBPUA&T, Meerut, Uttar Pradesh

Summer's Company: Samunnati Financial Intermediation & Services Pvt. Ltd.

Summer Project Title: Value chain of cotton, to assess need for credit in Catering Industry

Languages Known: English and Hindi



Kappera Sharan Kumar **24**
Years

Native State: Telangana
Graduation: B.Sc. (Hons.) (Agricultural Science and Rural Development), Osmania University, Hyderabad, Telangana

Summer's Company: Gold Farm (AK Surya Power Magic Pvt. Ltd.)

Summer Project Title: Research and analysis of stakeholder engagement & Benchmarking best practices for total efficiency management

Work Experience Details: Vajra Seeds Pvt. Ltd. (8 months)

Languages Known: English, Hindi and Telugu



Mahesh Hanji **24**
Years

Native State: Karnataka
Graduation: B.Sc. (Agriculture)
UAS, Dharwad, Karnataka

Summer's Company: Coromandel International Ltd.

Summer Project Title: Study the market of Andhra Pradesh & Telangana and develop strategy to sustain market share in Andhra Pradesh and Telangana

Languages Known: English, Hindi, Telugu and Kannada



N. Mansoor Ali **23**
Years

Native State: Tamil Nadu
Graduation: B.Tech. (Agricultural Engineering)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Coromandel International Ltd.

Summer Project Title: To Increase the Market of Coromandel unique product Gromor 28 :28 :0 in Tamilnadu

Work Experience Details: Case New Holland Industrial (India) Pvt. Ltd. (11 months)

Languages Known: English, Hindi and Tamil



Lokeshvaran V **23**
Years

Native State: Tamil Nadu
Graduation: B.Tech. (Food Process Engineering)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: ADAMA India Pvt. Ltd.

Summer Project Title: Development of holistic portfolio for Polyhouse crops, Grapes, Pomegranate and Cardamom

Languages Known: English and Tamil



M.Prasath **24**
Years

Native State: Tamil Nadu
Graduation: B.Tech. (Horticulture)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Samunnati Financial Intermediation and Services Pvt. Ltd.

Summer Project Title: To develop a Business Model for Agri Input Supply with Intervention of Samunnati Agro & Samunnati Finance along with Product Note Development & Trade Process Note

Work Experience Details: Anew Health Services India (P) Ltd. (24 months)

Languages Known: English and Tamil



MD Ehsanul Haque **24**
Years

Native State: West Bengal
Graduation: B.Tech. (Agricultural Engineering)
UBKV, Coochbehar, West Bengal

Summer's Company: eKutir Global

Summer Project Title: Mechanization on Pre Harvest and Post Harvest Activities for increasing productivity of Agricultural Produce

Work Experience Details: Sonalika International Tractors Ltd. (10 months)

Languages Known: English, Hindi, Bengali and Odia



R Mohammad Nadeem **23**
Years

Native State: Andhra Pradesh
Graduation: B.Sc. (Agriculture)
UAS, Bangalore, Karnataka

Summer's Company: PricewaterhouseCoopers Pvt. Ltd.

Summer Project Title: Impact study of alternate agricultural marketing channels on farmers and APMC and to assess the adoption of sorting and grading practices among farmers in Maharashtra

Languages Known: English, Hindi, Telugu, Kannada & Urdu



Mylaram Achala

23
Years

Native State: Telangana

Graduation: B.Sc. (Commercial Agriculture & Business Management)
PJ TSAU, Hyderabad, Telangana

Summer's Company: BASIX SUB-K iTransactions Ltd.

Summer Project Title: Market Research study for assessing business potentiality for Micro Enterprises and Agri-allied loans in selected locations of Andhra Pradesh and Telangana

Languages Known: English, Hindi and Telugu



Mohana Priya.N

23
Years

Native State: Tamil Nadu

Graduation: B.Sc. (Agri Business Management)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Samunnati Financial Intermediation and Services Pvt. Ltd.

Summer Project Title: Margin Analysis across the value chain of Cereals, Pulses, Millets & Oil seeds and scope of intervention for Samunnati

Languages Known: English and Tamil



Pooja Ghodeswar

23
Years

Native State: Madhya Pradesh

Graduation: B.Tech. (Agricultural Engineering)
JNKVV, Jabalpur, Madhya Pradesh

Summer's Company: Gladfarm India Pvt. Ltd.

Summer Project Title: Scope of micro-irrigation system for landscaping and floriculture including water bodies in landscape

Languages Known: English, Hindi and Marathi



Prateek Sinha

24
Years

Native State: Rajasthan

Graduation: B.Sc. (Agriculture)
DBSKKV, Dapoli, Maharashtra

Summer's Company: Coromandel International Ltd.

Summer Project Title: Market Analysis for Water Soluble Fertilizers and Consumer Feedback study for Ultrasol solanaceae

Languages Known: English, Hindi and Marathi



Patil Priyanka Rajendra

24
Years

Native State: Maharashtra

Graduation: B.Sc. (Agriculture)
MPKV, Tahiti, Maharashtra

Summer's Company: Coromandel International Ltd.

Summer Project Title: Market analysis for water soluble fertilizers-fertigation and consumer feedback study for ultrasol solanaceae

Languages Known: English, Hindi and Marathi



Pendyala Rohith Kumar

22
Years

Native State: Andhra Pradesh

Graduation: B.Sc. (Agriculture)
ANGRAU, Guntur, Andhra Pradesh

Summer's Company: Coromandel International Ltd.

Summer Project Title: Market analysis for water soluble fertilizers- fertigation & consumer feedback study for Ultrasol Solanaceae in Andhra Pradesh

Languages Known: English, Hindi and Telugu



Preeti Meravi

25
Years

Native State: Madhya Pradesh

Graduation: B.Sc. (Hons.) (Agriculture)
AAU, Gujarat

Summer's Company: Agzon Agro Pvt. Ltd.

Summer Project Title: Market Potential and feasibility analysis for water soluble fertilizer and plant growth regulators in Uttar Pradesh and Gujarat

Languages Known: English, Hindi and Gujarati



Priya Dharshini G

22
Years

Native State: Tamil Nadu

Graduation: B.Sc (Agriculture)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Samunnati Financial Intermediation & Services Pvt. Ltd.

Summer Project Title: Margin Evaluation of value chain actors of Horticultural and Animal Husbandry Value Added Products

Languages Known: English, Telugu and Tamil



Richa Lohiya

23
Years

Native State: Uttarakhand
Graduation: B.Sc. (Agriculture)
GBPUA&T, Pantnagar, Uttarakhand

Summer's Company: Coromandel International Ltd.
Summer Project Title: Evaluating Channel Strength in Coromandel Portfolio and Identified Crops
Languages Known: English, Hindi and Spanish (Basic)



Rishiraj Dhiman

23
Years

Native State: Haryana
Graduation: B.Tech. (Agricultural Engineering)
CCS HAU, Hisar, Haryana

Summer's Company: BASIX SUB-K iTransactions Ltd.
Summer Project Title: Market Research for Assessing the Business Potential for Micro Enterprises Loans in Identified Locations of Andhra Pradesh and Telangana .
Languages Known: English, Hindi and Punjabi



Sachin Kumar

24
Years

Native State: Bihar
Graduation: B.Sc. (Agricultural Marketing and Cooperation)
UAS, Dharwad, Karnataka

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: Process to know the potential of the ABACIN & prospective segment in Maharashtra
Languages Known: English, Hindi and Kannada



Sagar Satyappa Parthanalli

23
Years

Native State: Karnataka
Graduation: B.Sc. (Agriculture)
UAS, Dharwad, Karnataka

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: Scope of Talwar Zinc Super – 14 (Chelated Zinc) in Andhra Pradesh , Understand the reasons for non- growth in the region and suggest strategy for growth.
Languages Known: English, Hindi, Telugu and Kannada



Rohith K Ravi

23
Years

Native State: Kerala
Graduation: B.Sc. (Agriculture)
UAS, Dharwad, Karnataka

Summer's Company: International Crops Research Institute for the Semi-Arid Tropics
Summer Project Title: Business plan preparation and operationalization of groundnut processing unit in Wanaparthy District, Telangana State
Languages Known: English, Hindi, Kannada, Tamil and Malayalam



Ruttala R V S Bhaskar

23
Years

Native State: Andhra Pradesh
Graduation: B.Sc. (Agriculture)
ANGRAU, LAM Guntur, Andhra Pradesh

Summer's Company: Coromandel International Ltd.
Summer Project Title: Credit sales trend in Agri Input
Languages Known: English and Telugu



Sanya Vashisth

23
Years

Native State: Delhi
Graduation: B.Tech. (Food technology)
DU, New Delhi, Delhi

Summer's Company: PricewaterhouseCoopers Pvt. Ltd.
Summer Project Title: Impact study of alternate agricultural marketing channels on farmers and APMC and to assess the adoption of sorting and grading practices among farmers in Maharashtra
Languages Known: English, Hindi and Marathi



Sanyam Kumar

25
Years

Native State: Uttarakhand
Graduation: B.Sc. (Agriculture)
GBPUA&T, Pantnagar, Uttarakhand

Summer's Company: National Cooperative Consumers' Federation of India Ltd.
Summer Project Title: To study the involvement of state consumer cooperatives/ primary consumer cooperatives in procurement of pulses and oilseeds under PSS as NAFED involves state marketing cooperatives/primary marketing cooperatives
Languages Known: English and Hindi



Saurav Ranjan

27
Years

Native State: Bihar
Graduation: B.Sc. (Agriculture)
GBPUA&T, Pantnagar, Uttarakhand

Summer's Company: Yes Bank Ltd.
Summer Project Title: To design scaling up strategies for liabilities proposition in rural retail segment
Work Experience Details: Mahindra Agri Solutions Ltd. (24 months)
Languages Known: English and Hindi



Shilpa Kumari

24
Years

Native State: Himachal Pradesh
Graduation: B.Sc. (Hons.) (Forestry)
Dr. YSP UHF, Solan, Himachal Pradesh

Summer's Company: International Crops Research Institute for the Semi-Arid Tropics
Summer Project Title: Development of Business plan for primary processing center and collection center for value added products of coarse cereals and legumes in Anantapur District, Andhra Pradesh
Languages Known: English, Hindi and Punjabi



Shiwani Agarwal

23
Years

Native State: Jharkhand
Graduation: B.Sc. (Agriculture)
BHU, Varanasi, Uttar Pradesh

Summer's Company: TechnoServe
Summer Project Title: Technical Assistance to Farmer Producer Organizations through Value Chain Interventions in agri-commodities
Languages Known: English and Hindi



Shreekanth

23
Years

Native State: Karnataka
Graduation: B.Sc. (Agriculture)
UAS, Dharwad, Karnataka

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: Understand the scope and Potential of Abacin for Karnataka Region
Languages Known: English, Hindi and Kannada



Shilpi Agarwal

23
Years

Native State: Uttar Pradesh
Graduation: B.Com. (Hons.)
DU, New Delhi

Summer's Company: Fresh Produce Value Creation Services Pvt. Ltd.
Summer Project Title: Analyse and Evaluate the Effectiveness of Commercial Standard Operating Procedures
Work Experience Details: KPMG India (13 months)
Languages Known: English, Hindi and German (Basic)



Shivangi Wadhwa

23
Years

Native State: Haryana
Graduation: B.Sc. (Hons.) (Agriculture)
CCS HAU, Hisar, Haryana

Summer's Company: Britannia Industries Ltd.
Summer Project Title: Gear Tanker Supply of Maida and Byproduct Prices Market
Languages Known: English, Hindi and Punjabi



Sujal Avinash Kauriar

24
Years

Native State: Jharkhand
Graduation: B.Tech. (Agricultural Engineering)
SHUATS, Allahabad, Uttar Pradesh

Summer's Company: TechnoServe
Summer Project Title: Technical Assistance To Farmer Producer Organisation Through Value Chain Interventions in Agri- Commodities
Languages Known: English and Hindi



Sulfia Taj K

23
Years

Native State: Tamil Nadu
Graduation: B.Tech. (Horticulture)
TNAU, Coimbatore, Tamil Nadu

Summer's Company: Grant Thornton India LLP
Summer Project Title: Impact analysis and success stories - Rajasthan Agricultural Competitiveness Project (RACP)
Languages Known: English, Hindi(Basic) and Tamil



Surabhi Bisht

23
Years

Native State: Uttarakhand
Graduation: B.Sc. (Agriculture)
GBPUA&T, Pantnagar, Uttarakhand

Summer's Company: Coromandel International Ltd.
Summer Project Title: Mapping of market potential, product mapping and opportunities of Coromandel International Limited in Groundnut in Bikaner, Rajasthan
Languages Known: English and Hindi



**Thummala Challa
Nitesh Kumar**

23
Years

Native State: Andhra Pradesh
Graduation: B.Tech. (Agricultural Engineering)
ANGRAU, Guntur, Andhra Pradesh

Summer's Company: Supermarket Groceries Supplies Pvt. Ltd. (Bigbasket)
Summer Project Title: Process Integration- Fruits and Vegetables back-end derivation of standard operations by simulation model.
Languages Known: English, Hindi and Telugu



**Vedangi Pradeep
Kunkikar**

24
Years

Native State: Maharashtra
Graduation: B.Tech. (Food Technology and Management)
NIFTEM, Sonapat, Haryana

Summer's Company: Fresh Produce Value Creation Services Pvt. Ltd. (Go4Fresh)
Summer Project Title: Social impact quantification of Go4Fresh and Krishi Pragati Foundation
Languages Known: English, Hindi and Marathi



Vikas Sharma

22
Years

Native State: Madhya Pradesh
Graduation: B.Sc. (Hons.) (Agriculture)
ITM University, Gwalior, Madhya Pradesh

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: To know the potential of Abacin in MP & CG and make a development plan for the product for a team of 100 members
Languages Known: English and Hindi



Varun B

23
Years

Native State: Karnataka
Graduation: B.Sc. (Agriculture)
UAS, Dharwad, Karnataka

Summer's Company: ITC Ltd. (Agri Business Division)
Summer Project Title: Exploring domestic market for fruit pulp in Indian fruit juice industry
Languages Known: English, Hindi, Kannada and Telugu



Vasundhara poola

22
Years

Native State: Andhra Pradesh
Graduation: B.Sc. (Commercial Agriculture & Business Management)
PJTSAU, Hyderabad, Telangana

Summer's Company: GrantThornton India LLP
Summer Project Title: Impact analysis & Success story writing for Rajasthan Agricultural Competitiveness Project
Languages Known: English, Hindi and Telugu



Yashaswi Sirige

24
Years

Native State: Telangana
Graduation: B.Sc. (Agriculture)
AU, Tamil Nadu

Summer's Company: Max Hypermarket India Pvt. Ltd.
Summer Project Title: Analysis of fruits and vegetables value chain of Spar-India and adding value to it
Languages Known: English, Hindi, Telugu and Tamil



Yogesh Jamloki

24
Years

Native State: Haryana
Graduation: B.Tech. (Agricultural Engineering)
CCS HAU, Hisar, Haryana

Summer's Company: Crystal Crop Protection Ltd.
Summer Project Title: To study market potential of Abacin in Haryana and select prospective customer
Languages Known: English and Hindi



Batch 2018-20

Aakash Deep, 22
B.Tech. (Food Process Engineering)
University: TNAU, Coimbatore
Languages Known: English, Tamil and Hindi

Aakash Prasad, 22
B.Tech. (Food Technology)
University: SHUATS, Allahabad
Languages Known: English and Hindi

Abhipsa Ojha, 24
B. Tech. (Agricultural Engineering)
University: OUAT, Bhubaneswar
Work Experience: 33 months
Company: Mahindra and Mahindra Ltd.
Languages Known: English, Hindi and Odia

Abhishek Kumar, 21
B.Tech. (Biotechnology)
University: SVPUAT, Meerut
Languages Known: English and Hindi

Dr. Abishek Sharma, 23
B.V.Sc and A.H
University: CSKHPKV, Palampur
Languages Known: English and Hindi

Ajmal Basheer, 24
Integrated B.Sc. & M.Sc.
(Biological Sciences)
University: IISER, Thiruvananthapuram
PG Strem: Integrated B.Sc. & M.Sc.
(Biological Sciences)

PG University: IISER, Thiruvananthapuram
Languages Known: English, Hindi and Malayalam

Akanksha, 22
B.Sc. (Agriculture)
University: SKUAST, Jammu
Languages Known: English, Hindi and Dogri

Akash Aswal, 22
B.Sc. (Agriculture)
University: GBPUA&T, Pantnagar
Work Experience: 11 months
Company: Goodricke Group Ltd.
Languages Known: English, Hindi and Nepali

Akshara M., 24
B.Sc. (Agriculture)
University: PJTSAU, Hyderabad
Languages Known: English, Hindi and Telugu

Akshay Kailas Pagar, 22
B.Tech. (Agricultural Engineering)
University: MPKV, Rahuri
Languages Known: English, Hindi and Marathi

Aneek Pal, 25
B.E. (Food Technology and Biochemical Engineering)
University: Jadavpur University, Kolkata
Work Experience: 36 months
Company: Tata Consultancy Services Ltd.
Languages Known: English, Hindi and Bengali

Ankit Tewari, 21
B.Sc. (Food Technology)
University: GBPUA&T, Pantnagar
Languages Known: English and Hindi

Anuraag Jayant, 23
B.Sc. (Agriculture)
University: Dr. PDKV, Akola
Languages Known: English, Hindi, Marathi and Punjabi

Arkdeep Chakraborty, 22
B.E. (Civil-IWM)
University: MSU, Vadodara
Languages Known: English, Hindi, Gujarati and Bengali

Arpit Andrew Noel, 22
B.Tech. (Food Technology)
University: SHUATS, Allahabad
Languages Known: English and Hindi

Arshaq Saithu, 22
B.Sc. (Agriculture)
University: UAS, Dharwad
Languages Known: English, Hindi, Kannada and Malayalam

Asif Ali P, 22
B.Sc. (Hons.) (Agriculture)
University: KAU, Thrissur
Languages Known: English and Malayalam

Athira P Raj, 22
B.Sc. (Agriculture)
University: UAS, Dharwad
Languages Known: English, Hindi and Malayalam

B. Bhavana Reddy, 22
B.Sc. (Horticulture)
University: SKLTSU, Hyderabad
Languages Known: English, Hindi and Telugu

Bharat Nag, 24
B.Sc. (Agriculture)
University: ANGRAU, Guntur
Languages Known: English, Hindi, Telugu, Bengali and Odia

Bhukya Uday Kumar, 22
B.Sc. (Hons.) (Agricultural Science and Rural Development)
University: Osmania University, Hyderabad
Languages Known: English, Hindi and Telugu

Dr. Vellanki Chanakya Reddy, 25
B.V.Sc and A.H
University: PVNRTU, Hyderabad
Languages Known: English, Hindi and Telugu

Chhavi Rawat, 22
B.Sc. (Agriculture)
University: TNAU, Coimbatore
Languages Known: English, Tamil and Hindi

Debanga Chayan Tumung, 24
B.Tech. (Food Process Engineering)
University: TNAU, Coimbatore
Languages Known: English, Hindi, Tamil and Assamese

Deeksha Bharti, 23
B.Sc. (Hons.) (Forestry)
University: GBPUA&T, Pantnagar
Languages Known: English and Hindi

Diwakar Kumar, 22
B.Tech. (Agricultural Engineering)
University: DRPCA, Pusa
Languages Known: English and Hindi

Dolma Chhom Thongon, 21
B.Sc. (Hons.) (Horticulture)
University: Dr. YSP UHF, Nauni (Solan)
Languages Known: English, Hindi and Sherdukpen

Elango L, 22
B.Tech. (Energy and Environmental Engineering)
University: TNAU, Coimbatore
Languages Known: English and Tamil

Geetika K Gopi, 22
B.Tech. (Food Process Engineering)
University: TNAU, Coimbatore
Languages Known: English, Hindi, Tamil and Malayalam

Basina Kiran Kumar, 23
B.Sc. (Agriculture)
University: ANGRAU, Guntur
Languages Known: English, Hindi and Telugu

Himanshu Pant, 22
B.Sc. (Agriculture)
University: GBPUA&T, Pantnagar
Language: English and Hindi

Jidhin P P, 23
B.Sc. (Forestry)
University: UAS, Dharwad
Languages Known: English, Kannada and Malayalam

Josin T. Joseph, 23
B.Tech. (Dairy Science and Technology)
University: KVASU
Languages Known: English and Malayalam

Keerthana Thotey, 22
B.Sc. (Agriculture)
University: ANGRAU, Guntur
Languages Known: English, Hindi and Telugu

Kh Munib Shah, 25
B.Sc. (Hons.) (Agriculture)
University: HZU, Dehradun
Languages Known: English, Hindi and Manipuri

Kshiteej Parkhe, 23
B.Tech. (Agricultural Engineering)
University: DBSKKV, Dapoli
Work Experience: 12 months
Company: M.I.T.R.A. Agro Equipments Pvt. Ltd.
Languages Known: English, Hindi and Marathi

Malatesh S Olekar, 21
B.Sc. (Agriculture)
University: UAS, Dharwad
Languages Known: English, Hindi, Marathi and Kannada

Manu Kamboj, 23
B.Sc. (Agriculture)
University: GBPUA&T, Pantnagar
Languages Known: English, Hindi and Punjabi

Mohit Kumar, 22
B.Sc. (Hons.) (Forestry)
University: SHUATS, Allahabad
Languages Known: English and Hindi

N. Hari Hara Chaitanya, 22
B.Sc. (Agriculture)
University: ANGRAU, Guntur
Languages Known: English and Telugu

Neha Dhiman, 22
B.Sc. (Agriculture)
University: GBPUA&T, Pantnagar
Languages Known: English, Hindi and Punjabi

Niranjan Reddy P, 22
B.Sc. (Agricultural Marketing and Co-operation)
University: UAS, Bengaluru
Languages Known: English and Kannada

Nivedha V, 22
B.Sc. (Horticulture)
University: TNAU, Coimbatore
Languages Known: English and Tamil

Piyush Dagar, 23
B.Sc. (Hons.) (Food Technology)
University: DU, Delhi
PG Stream: M.Sc. (Food Technology)
PG University: GJUSandT, Hisar
Languages Known: English, Hindi and Punjabi

Priyanka Dazy, 23
B.Tech. (Food Technology and Management)
University: NIFTEM, Sonapat
Languages Known: English, Hindi and Punjabi

Priyanshu Tiwari, 22
B.Sc. (Hons.) (Forestry)
University: UHFH Bharsar
Languages Known: English and Hindi

Raghavissri K S, 21
B.Tech. (Food Process Engineering)
University: TNAU, Coimbatore
Languages Known: English and Tamil

Rakesh Yadav, 21
B.Tech. (Agricultural Engineering)
University: MPUAT, Udaipur
Languages Known: English and Hindi

Ramesh D K, 21
B.Sc. (Agriculture)
University: UAS, Bengaluru
Languages Known: English, Hindi and Kannada

Reddy Yogeshwari, 22
B.Sc. (Agriculture)
University: ANGRAU, Guntur
Languages Known: English and Telugu

Roshani Hans Chaudhary, 22
B.Sc. (Food Technology)
University: GBPUA&T, Pantnagar
Languages Known: English and Hindi

Sameer Pandey, 25
B.Tech. (Food Process Engineering)
University: SHUATS, Allahabad
Work Experience: 43 months
Company: ITC Ltd.
Languages Known: English and Hindi

Sanjay Babu S, 25
B.Sc. (Agriculture)
University: TNAU, Coimbatore
Work Experience: 34 months
Company 1: Akay Spices Pvt. Ltd. (9 months)

Company 2: International Competence Center for Organic Agriculture (25 months)
Languages Known: English, Hindi, Tamil and Malayalam

Shaik Nazir, 23
B.Tech. (Food Technology)
University: ANGRAU, Guntur
Work Experience: 22 Months
Company: Dolly Agro Food Products Ltd.
Languages Known: English, Hindi and Telugu

Shruti Kunwar, 23
B.Sc. (Agriculture)
University: GBPUA&T, Pantnagar
Languages Known: English and Hindi

Shruti Saloni, 24
B.Sc. (Agriculture)
University: BHU, Varanasi
Languages Known: English and Hindi

Shubham Subhash Shinde, 21
B.Sc. (Agriculture)
University: MPKV, Rahuri
Languages Known: English, Hindi and Marathi

Sneya Issac, 23
B.Tech. (Food Process Engineering)
University: TNAU, Coimbatore
Languages Known: English and Malayalam

Sohal Bharadwaj, 27
B.Tech. (Biotechnology)
University: IIIT, Noida
PG Stream: M.Tech. (Biotechnology)
PG University: IIIT, Noida, Uttar Pradesh
Work Experience: 12 months
Company: Indian Council of Agricultural Research - National Bureau of Plant Genetic Resources, New Delhi
Languages Known: English and Hindi

Sourabh Singh Yadav, 21
B. Tech. (Agricultural Engineering)
University: IGKV, Raipur
Languages Known: English and Hindi

Sourav Ghosh Fouzdar, 24
B.Sc. (Hons.) (Agriculture)
University: SHUATS, Allahabad
Languages Known: English, Hindi and Bengali

Sundarraj Appu Rathod, 23
B.Sc. (Horticulture)
University: UHS Bagalkot
Languages Known: English, Hindi and Kannada

Sushree Nayak, 22
B.Sc. (Hons.) (Agriculture)
University: OUAT Bhubaneswar
Languages Known: English, Hindi and Odia

Th Khuo Albert, 24
B.Sc. (Hons.) (Horticulture)
University: SHUATS, Allahabad
Languages Known: English, Hindi and Manipuri

Titikshya Tushar Kanti, 22
B.Sc. (Hons.) (Agriculture)
University: OUAT, Bhubaneswar
Language: English, Hindi and Odia

Vasunthra S, 21
B.S. (Agribusiness Management)
University: TNAU, Coimbatore,
Languages Known: English and Tamil

Vijitha Gundavarapu, 23
B.Sc. (Commercial Agriculture and Business Management)
University: PJTSAU, Hyderabad
Languages Known: English, Hindi and Telugu

Yeddula Ajay Kumar, 22
B.Sc. (Agriculture)
University: DBRAU, Agra
Languages Known: English, Hindi and Telugu

Yerra Manisha, 22
B.Sc. (Agriculture)
University: PJTSAU, Hyderabad
Languages Known: English and Telugu

The Recruitment Calendar



“ High on Skill and Knowledge with Entrepreneurial enthusiasm ”

Great to interact with bundle of energy at MANAGE, full of positive outlook and fire in their belly! Happy to see that there is an Institute of excellence preparing its students not just with ability to think through and come up with solutions, but with readiness and zeal, they have required skills to implement it on ground. Some of the business models and plans they developed during their entrepreneurship workshop, individually and in teams could have been built into successful businesses straightway. The all-round understanding of big picture as well as nuts and bolts of day to day operations make MANAGEites the ready materials for creating lasting values for the businesses they will move to.

Ashutosh Kumar Sinha
Head-Agribusiness, LT Foods
PGDM(ABM) Batch 1996-98, MANAGE

MANAGEites across the Globe

“

We see MANAGE as an institute that is producing highly capable talent: tenacious, hard-working, committed and with a good domain knowledge of agriculture/agribusiness. Several graduates from MANAGE are already working with Samunnati and are contributing meaningfully to the growth of the organization. We are looking at MANAGE as a strategic partner on several initiatives; including training the human resources of Samunnati in agribusiness and training talent to be deployed for strengthening Community-Based Organisations.

”

Mr. Anilkumar SG
Founder and CEO- Samunnati



Corporate Relationship and Placement Cell

Director & Principal Coordinator

Dr. K. Anand Reddy

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Incharge Placement Coordinator

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Lokeshvaran V.	+91-7731056303
Harshita Singh	+91-7731056305
Saurav Ranjan	+91-7731056306
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National Institute of Agricultural Extension Management (MANAGE)

(An Organization of Ministry of Agriculture and Farmers Welfare)

Government of India

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